Board of Trade Journal

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The 9,717 gross ton Blue Funnel cargo liner 'Helenus' loading a 14-ton Fowler tractor at Birkenhead, before sailing on January 21 at the beginning of a faster service to the Far East. 'Helenus' is the first of four 'Helenus' class fast ships to be phased out of the Australian service and introduced into Blue Funnel's extensive Far Eastern service. The introduction enables the transit time to Hong Kong on this schedule to be reduced by four days. The vessels in this class have a large refrigerated capacity and sail from Birkenhead on the 21st of each month for Singapore, Hong Kong and Bangkok, via Rotterdam.

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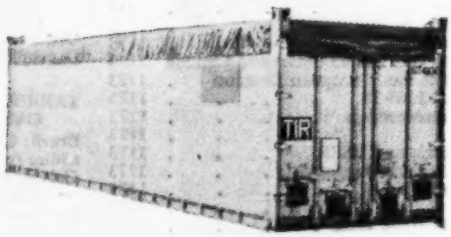
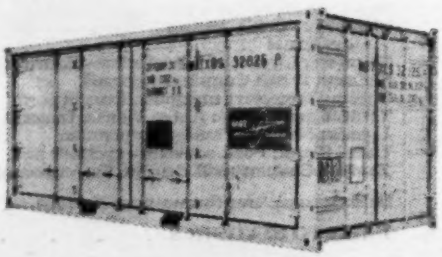


DENMARK



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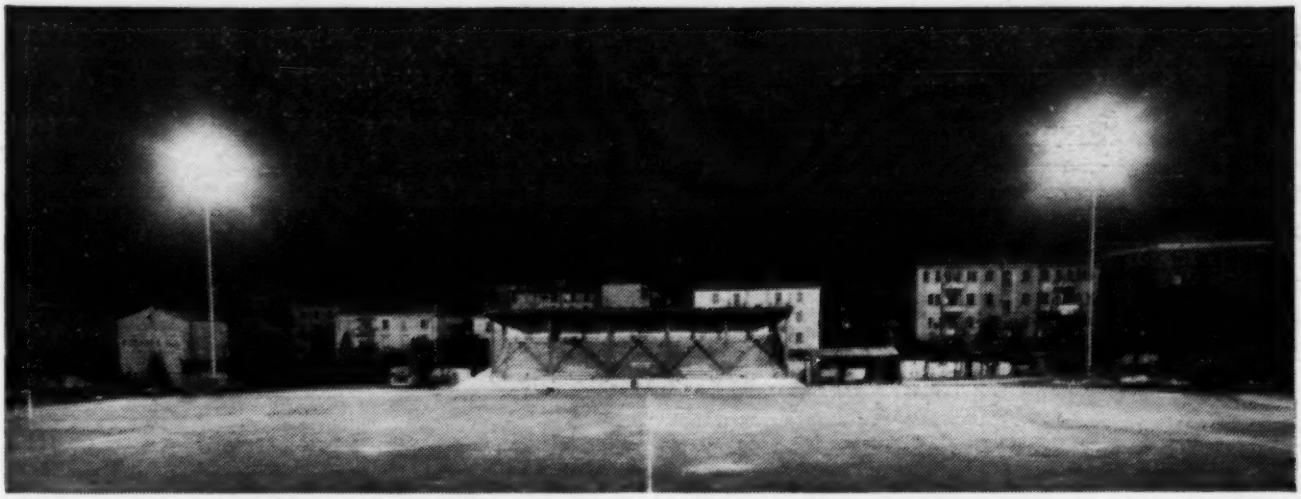
FOCUS ON EFTA—7

Denmark offers prospects for another big export increase

This is the concluding article in a series introduced by Lord Brown, Minister of State, Board of Trade, in the January 31 issue. Articles so far have been: Finland as a market – January 31 Portugal: an economy offering fresh opportunities for export – February 7 Sweden: the market for capital goods – February 21. Selling to Norway – March 21 Openings for British Exports to Switzerland – March 28. The British Year in Austria – April 11.



Atlas floodlit Football Stadium at Avidore, home of last year's champions of the Danish Football League. In the autumn of 1967 one of the four lighting towers was blown down, smashing only 17 of the 58 AFZ fittings in the top frame, thus proving the robustness of the fittings. Atlas agents in Denmark are Thorn Electric A/S, Rodovre.

Cheerful economic outlook in 1969

THE DANISH ECONOMY in the past 18 months has been flat. Starting in mid-1967 the economy suffered the inevitable reaction of too many years of high wage inflation; the edge of competitiveness of Danish industry was blunted while agricultural exports to Europe suffered under Common Market regulations. Business confidence was low and investment reduced and unemployment started to increase. A series of economic measures introduced by the new Danish Government in 1968 has resulted in a stabilization of prices, an increase in liquid funds available to industry, a reduction in unemployment, and a rise in business confidence. These factors, allied with the Kroner devaluation concurrently with Sterling devaluation, and improving conditions in Denmark's major markets, has led to a remarkable rise in industrial exports in the second half of 1968. The balance of payments deficit, still rather large, has nevertheless been reduced. For 1969, however, the prospects are for a high level of economic activity, accompanied by a continuing high rate of imports, and especially of imports of industrial machinery.

The Danish market

'Small' and 'agricultural' are the reflex words of people not sufficiently familiar with the Denmark of today. Small the country may be in geographical terms but in trade and purchasing power it is greater than many nations 10 times its size. A recent OECD report showed that foreign trade per capita in Denmark is larger than in any other country and is, in fact, nine times the world average. Agriculture's share of Denmark's GNP is declining and it is industry which now provides the largest part of the GNP. But, while the agricultural work force continues to decline, the high level of agricultural production is maintained by increasing mechanization. Annual average investment in agricultural machinery has been running at over £50 million and there are an estimated 170,000 tractors and over 84,000 harvesting machines installed on Denmark's 165,000 farms. Despite, therefore, the immediate shortage of money in the farmer's pocket, Danish agriculture remains an important market for capital equipment.

Population:	nearly 5 million
Standard of living:	among the highest in the world
Imports (1968):	£1,340 million

High per capita spending makes Denmark a fine market for British consumer goods. But it is in Danish industry that the big opportunities lie for increased British exports. The Danish shipbuilding industry has full order books; one shipbuilding company, the Odense Steel Shipyard Ltd., has emerged as a giant among world shipbuilding companies, producing three tankers a year of over 200,000 tons and now expanding to build tankers of over 300,000 tons. The Danish power industry continues its steady expansion, spending some 500 million Kroner a year and forecasting steady growth of 8 per cent for the 1970s. Major prospects are afoot: the proposal to build what will be the world's largest bridge across the Great Belt between Copenhagen and Malmo; the proposal to build a new international airport at Saltholm and to link Denmark and Sweden by road and tunnel; the proposal to build Denmark's first underground railway in Copenhagen.

(Continued on next page)

DENMARK, *continued*

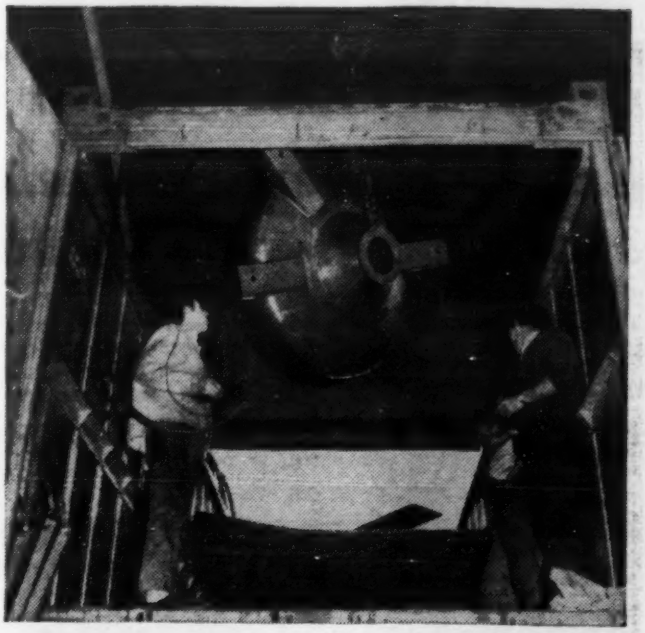
The rapid industrial growth of Denmark is especially seen in the many sophisticated manufactures of such things as communications and other electronic equipment; packaging and food processing machinery; medical equipment; process control equipment. And there has been development in chemicals, particularly pharmaceuticals, plastics, fertilizers and paint.

Virtually devoid of raw materials, lacking the scale for components' manufacture and with high wage rates, Denmark has perforce put a premium on specialization, quality and labour-saving plant. The success of this policy is to be seen in the achievement of Danish industry in moving rapidly to fill the gap in foreign exchange earnings caused by agriculture's inability to expand its sales. In the 10 years 1957/66 Danish industrial exports increased by no less than 285 per cent. One third of production is now exported. Electrical and electronic exports alone last year accounted for more than D.Kr. 500 million. The need to remain competitive demands a continuous process of modernization which in turn produces a steady requirement for high quality, advanced machinery and equipment.

Denmark's major suppliers
Danish imports (£ million c.i.f.)

	Total	From West Germany	From Sweden	From Britain
1960	690	151	65	101
1961	716	159	77	102
1962	814	174	95	113
1963	813	171	97	118
1964	1,000	206	128	138
1965	1,079	229	142	143
1966	1,147	233	156	158
1967	1,214	233	175	168
1968	1,339	252	201	183

It can be seen that British exports to Denmark are steadily increasing. In 1968 they have made their best leap forward and British manufacturers appear now to be in a good position to obtain another big export increase in 1969.



Simon Handling Engineers Ltd., Stockport, have recently completed shipment of orders for 38 bin activators to a food machinery manufacturer and contractor in Denmark. The activators are to be used in conjunction with spray-drying plant manufactured by Niro-Atomizer of Copenhagen to meter dried and skimmed milk powder.

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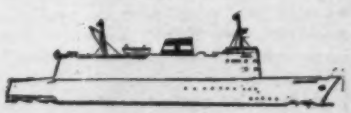

Pratchitt Brothers Limited of Carlisle, major industrial drying specialists have secured a £70,000 contract from Kelloggs Limited for the construction of a cereal drying plant at Svendborg, Denmark. This order follows the successful design and installation of a similar plant for Kelloggs Deutschland GmbH, Bremen, West Germany.

- Demand is rising
- British prices are competitive (and should look better still as the 4 per cent German export tax introduced on November 29, 1968, starts to take effect)
- Many British firms are tackling the market thoroughly
- Many Danish buyers are actively searching for British sources of supply; information about Danish firms seeking suppliers or agents seeking principals in Britain is published regularly in the Export Service Bulletin.

Only one factor is holding back a very large rise in Danish imports from British factories – deliveries. In some fields of capital equipment, British offers of delivery 12 to 18 months hence are regarded by Danish buyers as unrealistically long and business is lost; the performance of some manufacturers – a relatively few but nevertheless too many – in failing to meet their delivery promises, has created a general unease among Danish buyers who, where delivery times are crucial, prefer to place the business elsewhere rather than risk a late delivery from a British company, even though that company's product and price are best. If this delivery reputation can be overcome, the prospects for rapidly increasing business are indeed excellent.

More business through involvement in the Danish market

Denmark has a substantial manufacturing industry with excellent distribution networks serving their own home market. Britain's two major competitors, West Germany and Sweden, have the prime advantage of easy communications to Denmark – from supplier in Germany to customer in Denmark by motorway, from supplier in Sweden to customer in Denmark crossing only a couple of miles of water. It follows that the British exporter must be as involved in the Danish market as is the Swedish, the West German and the Danish manufacturer himself. But in addition another fundamental influence is at work. The greatly increased consumer spending power and the growing sophistication of Danish industry are demanding structural changes in marketing methods. Major re-

(Continued on next page)

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tailers in common with their counterparts in other advanced countries are no longer prepared to carry more than the minimum stocks. And to stay in the market overseas suppliers in the consumer goods' field are finding that they must provide the equivalent same-day service as the local manufacturer and at competitive prices. Certainly this is the view of companies like the Crossley Carpet Group, which in order to service the Danish and Swedish markets, launched a £100,000 marketing operation in 1967. Its sales force backed by warehousing, cutting and display facilities operated by its subsidiary Crossley Carpets Scandinavia A/S is one company's way of demonstrating that in the words of Director, Mr. Marsden-Smedley, '... EFTA is now part of Britain's home market'. It is a philosophy shared and effectively put into practice by such consumer goods companies as Shubette, Ilford, Raybeck, G. A. Harvey and Black & Decker.

In Danish industry, when purchasing capital equipment, there is a growing reluctance to deal through intermediaries, partly because in a hard competitive world Danish industry must remain extremely cost conscious but more importantly because it needs that closer contact with the supplying manufacturer which enables the cross-fertilization of ideas to take place. Equally, supplying companies with increasingly technical products find it extremely difficult to obtain agents with the expertise and service facilities to sell their products effectively. These factors are combining to produce a movement, which is gathering pace, towards closer involvement in the market, by sending out a factory representative with an existing agent, by forming a sales branch or company, or by investing in Danish industry.

The degree of involvement by individual British companies will clearly depend on a realistic survey of the market potential.

In 1968 Vickers appointed Bryan Morris as their own resident man in Scandinavia with a brief to back up their agents who handle their various interests and to build up the Vickers image among customers.

Tony Hinze is now responsible for sales for the Components Group of the Plessey Co. Ltd. He moved to Denmark in 1967 to become resident sales engineer, and has built up a close personal relationship with the Group's customers throughout Denmark. The establishment of a local office ensures close customer contact and improved service which is reflected in the increasing turnover from this expanding market.

In 1959 Mr. Stahl came to Copenhagen to join the Danish subsidiary company of Decca England with a brief to sell Decca Radar; the task was a formidable one in the face of keen competition from Danish, United States and Japanese companies. Nevertheless, 10 years later Mr. Stahl can look with satisfaction at a powerful, well-organized selling organization 13 strong with an established 60 per cent of the marine radar market. Overheads are spread by carefully fitting into the sales programme products allied to but essentially different from those for which the company was originally established. Mr. Stahl is quite convinced that their achievements would not have been possible by relying on the traditional agency approach to the market.

These are some examples taken at random from among those many British companies who have taken the steps towards a more direct involvement in the Danish market. All report more effective market penetration, closer and more satisfactory customer relationships and an upwards sales graph.

A copy of a booklet 'Setting up in Denmark' is obtainable from Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, Telex No. 886143, Answer Back Bothillgate Ldn). It describes the Danish Government's attitude to foreign companies, the requirements for establishing a limited company or a branch office and the position regarding taxation, bringing staff from Britain, and obtaining staff, finance and business premises in Denmark.

Seminar on Danish industry

THE DANISH INSTITUTE is arranging in 1969 a new seminar, 'Industrial Denmark'. It will be held from July 8-18, and will deal with economic development in Denmark with emphasis on the transition from agricultural to industrial production in recent years.

Further details may be had from the Danish Institute, 3 Doune Terrace, Edinburgh, 3.

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PRESIDENT'S SPEECH IN BUDGET DEBATE

Good prospects for exports: import-saving successes

In the Budget debate in Parliament on April 17, Mr. Anthony Crosland, President of the Board of Trade, spoke of good prospects for exports this year, providing three conditions were fulfilled; outlined some of the Government's aid to exporting and productivity; and referred to successes which had been achieved in import-saving.

Dealing in the second part of his speech with the structure of industry and the role of the Monopolies Commission, the President said a concise publication would be issued later this year giving more information about the way mergers are dealt with.

The speech is given below.

THE PRESIDENT said that Britain's trade balance had improved during the past year, but as the Chancellor had said in his Budget speech, not sufficiently. It had to improve still further if we are to achieve a satisfactory surplus on our balance of payments.

'To this end, we have to look critically at the behaviour of both exports and imports,' the President said. 'People sometimes talk as though excessive imports were the whole or at least the basic cause of all our troubles. But the mere fact that we have a trade deficit does not tell us how far this is because exports are too low, or because imports are too high. Nor does the fact that our imports have risen rapidly in the last 10 years prove that our difficulties are caused entirely or even mainly by excessive imports. For imports have risen even faster in other countries that do not have trade deficits.

'In fact, our share of world imports has been falling. In Italy, Germany, the United States, Sweden and Japan, for example, imports over the last decade have risen in volume at rates of between 8 and 12 per cent a year, compared with less than 5 per cent in the United Kingdom. Of course, these countries have had a faster growth in their national income than we have had. But even relating imports to GNP, imports into most of these countries have risen by more than imports into Britain. Whereas imports into Britain have risen by 50 per cent more than GNP, in Sweden they have risen by 70 per cent more than GNP, in Germany and the United States by 80 per cent more, and in Italy by 120 per cent more.

'So there is no presumption that all the trouble is either on the side of imports or on the side of exports – though I shall give figures later to suggest that our export performance has a good deal to do with our trouble. We need adjustments on both sides of the account.'

To some extent – and provided there was a reasonable pattern of international exchange rates – the market mechanism could help bring about the required improvement in the trade balance in the most economical manner. That was why we devalued in November 1967 rather than have recourse to artificial controls over our foreign trade. But the price mechanism could not always do the whole job. It often moved too slowly, and it also suffered from some serious blind spots, notably where there was a conflict between the private economic interest and the national economic interest. So other and more direct measures were required. These measures must be designed both to save imports and to promote exports; for since no one could say dogmatically how the improvement should be distributed between higher exports and import-saving, the common sense approach was to proceed simultaneously on both fronts. This was what the Government was doing.

Examples of import-saving

Dealing with import-saving, the President emphasized in passing what the Chancellor had mentioned in his Budget speech, that imports have now been virtually stable for many months despite a continuous rise in domestic output. He expressed surprise at the recent suggestion of a Select Committee that the Board of Trade were insufficiently interested in import-saving. He thought that many of our traditional suppliers would take a very contrary view.

'Indeed, perhaps the best tribute to our import-saving efforts lies – despite our scrupulous care to keep within our international obligations – in the protests and resentment aroused in EFTA, in the Commonwealth and in many other countries at – I take some examples at random – our aluminium smelter programme, designed to save £40 million a year of imports in the early 1970's; investment grants on ships; my action last November in re-imposing a 10 per cent tariff on EFTA frozen fillets: my recent announcement of sharply-reduced butter quotas for 1969-70; our exceptionally quick investigation of the anti-dumping application on cheese; and so on.'

He also quoted other examples of import-saving projects, North sea gas, petro-chemicals, potash in Yorkshire, and, in a quite different field, hotels and tourism, where he hoped the Development of Tourism Bill now before the House would still further fortify the invaluable contribution which tourism already made to our foreign exchange earnings – a contribution which in 1968 amounted to some £275 million, an increase of 16 per cent over the figure for the previous year, and an increase which for the first time since statistics had been compiled brought our tourism account – traditionally in substantial deficit – into a modest but welcome surplus.

'And lest it be said that the increase in SET will strike a moral blow at the efforts of the tourist industry, let me point out that the incidence of SET on hotels will now be of the order of between 4 and 5 per cent of turnover, and that the increase might add threepence in the pound to the cost of hotel accommodation out of the £55 which overseas visitors spent on average in this country last year. Let me further point out that since SET was introduced in 1966, our foreign exchange earnings from tourism have risen from £219 million to £274 million last year – a rise of 25 per cent. So I will wager a large sum of money that the present increase in SET will not prevent a further large rise in tourist earnings in 1969.'

Returning to the trade balance, and the Select Committee, the President said it was of course true, as they said, that the Board of Trade attached exceptional importance to expanding exports. There were two reasons for this.

First, if we compared our performance with that of other industrial countries, it was on the export side that we had mainly fallen down. Whereas our exports had risen by about 3 per cent a year in volume over the last 10 years, the exports of our main competitors had risen by much more. Compared with our 3 per cent, American exports had risen by 4 per cent a year in volume, while exports from Germany, France, Italy, Sweden and Japan had all risen at rates ranging from 7 to 15 per cent a year.

As a result, our share of world trade in manufactures had fallen steadily from 18 per cent in 1957 to less than 12 per cent in 1967.

But there was another argument, the President said. The fact was that against the background of modern technology, Britain was a comparatively small market. Only if we participated substantially in wider international markets could we obtain the longer runs, the economies of scale and the technological progress which were essential to a higher standard of living. In a country the size of ours – and the Germans and Japanese really realized this only too well, let alone the Swedes, the Swiss and the Dutch – it was more and more true that only those firms which saw their market as being a world and not simply a domestic market – that

is, only those firms which exported a high proportion of their output – could achieve anything like maximum efficiency. That was why an export orientation, as opposed to an inward-looking protectionist approach, was essential not only to solving our balance of payments, but also for the standard of living of the British people.

Encouraging signs for exports

'As to the future, there are some encouraging signs,' the President said. 'The volume of exports was 14 per cent higher last year than in 1967. This is, of course, a much larger increase than we have achieved for many years past. Admittedly, as the Chancellor said on Tuesday, we were greatly helped by the expansion in world trade. But last year was also the first year for a long time when, during the year, the steady decline in our share of world trade was arrested. This is significant because in the past it has been precisely in those years when world trade has grown fastest that our share has fallen most. True, there has been a pause in the last two or three months in the growth of exports. This partly reflects the results of the American dock strike. It also reflects a levelling-off in exports of engineering goods which the industry's buoyant order books suggest may only be temporary.

'Certainly the indicators point to a resumption of the upward trend of exports. This is especially true of the engineering and shipbuilding industries, where the full benefit of the rise in export orders since devaluation has still to be fully felt. The position in shipbuilding is particularly encouraging. New orders since devaluation have risen substantially. In the fourth quarter of last year, for example, the tonnage of new merchant ships ordered for export was nearly as great as in the whole of 1967. As a result, orders in hand have been rising strongly, and there should be a sharp increase in exports later this year and in 1970.

'The engineering industry in general had considerably more export orders on hand in January than before devaluation, and new orders were still coming in at a rate which was about 25 per cent higher than in the third quarter of 1967. And the CBI's industrial trends survey, completed in February, showed that of nearly 1,000 manufacturing firms engaged in exports, 90 per cent continued to be very optimistic about their export prospects.

> 'All this evidence confirmed the view that the reaction to devaluation was a lengthy process,' Mr. Crosland said. 'People sometimes forgot that there were many stages to be gone through before industry could take full advantage of the opportunities which devaluation created. It took time for overseas demand to respond to the increased competitiveness of British goods and for our producers to reorganize the direction of their sales effort, their management effort, their marketing effort and in many cases, even their production effort. This was particularly true in the case of heavier equipment and engineering products, many of which had to be tailored to meet the specific requirements of individual customers.'

Devaluation still gives price advantage

> The President added that it was not true, as some people had suggested, that the price advantage which we gained from devaluation had already disappeared. Over the field as a whole, we still had a price advantage of about 7 per cent and this, of course, was after many of our exporters had very sensibly increased their margins on overseas sales, so improving the profitability of exporting.
>
> 'So there is good reason to expect that the growth in our exports will soon be resumed, and that 1969 will be a good year for exports, provided always that British managements increasingly accept that they must sell to a world market, that export production is not disrupted by irresponsible strikes and that world trade remains as reasonably buoyant as now seems likely.

'To achieve the further improvement we need in the trade balance, the Government must, first, ensure that the resources are available for the higher exports and the import-saving. The switch of resources required to move from substantial deficit to substantial surplus is in fact quite modest in relation to our total output of goods and services.

'It certainly should not be beyond our abilities – after all, most other advanced countries have for years devoted a lower proportion of their total output to personal consumption than we have in Britain. To achieve this switch of resources is of course the purpose of the Budgets of both last year and this.'

Government services for exporters

The President continued that this was only a necessary, not a sufficient, condition. More needed to be done to encourage the fullest possible response to the new situation. Here the Government could help by making available a comprehensive range of export promotion services. The Export Services Branch of the Board of Trade was now one of the largest commercial intelligence organizations in the world. Expenditure on this – and on support for trade fairs and British promotions overseas – was some £3 million in 1966-67; in the coming year he expected it to have more than doubled to over £6½ million. To take one particular promotion measure support at overseas trade fairs was given in 1966 to 3,800 firms at 155 events, and in 1968 to 5,300 firms at 239 events. The President said that in these matters the BNEC played a crucial role, and he paid tribute to the invaluable work both of the council and its Area Committees.

Referring to some of the new export-promotion developments initiated in the last 12 months, the President briefly mentioned the increased volume of buyer credit and lines of credit provided by ECGD in co-operation with the City and its bankers; the Group Export representation scheme, designed to stimulate firms into showing sales representatives overseas; the Overseas Project Group to help co-ordinate action on major overseas projects between Government, nationalized industries, bankers, consultants and manufacturers; a new scheme of Government help for market research in overseas markets where British penetration is lagging. He also looked forward to receiving shortly the report of the committee under Sir Val Duncan set up by the Foreign and Commonwealth Secretary to examine the function and scale of British representation overseas.

'But whatever our export promotion efforts we shall not get the rise in exports we need without an increase both in capacity and in productivity,' the President said. 'Capacity has too often been a constraint in the past. When we have had an export boom, we have too often run into a shortage of capacity, an inability to supply promptly, and so the familiar complaint of long British delivery dates. I was therefore particularly pleased that despite the fears expressed by the CBI in December and January, recent forecasts of investment intentions have confirmed the earlier indications of a rise in manufacturing investment of 10-15 per cent in real terms between 1968 and 1969, with a still further rise in 1970.

'These forecasts gain additional support from the fact that manufacturing investment was already rising quite strongly in the second half of last year – there was a rise of 4 per cent between the second and third quarters, and a further rise of 7 per cent in the fourth quarter. And the strongest growth is occurring in some of our best export industries such as vehicles and chemicals.'

The President said he did not believe the suggestion that the increase in corporation tax would falsify these hopes.

'An increase of 2½ per cent in corporation tax in last year's Budget did not prevent investment rising in the second half of last year. This was hardly surprising. It is obvious that I quote the Richardson report to support the view, that changes in profits taxes have comparatively little effect on investment since – as the report put it – "factors other than taxation largely determined investment decisions . . . . the need to keep capital equipment up-to-date and, if possible, ahead technically of that of competitors; the need to improve product quality and manufacturing efficiency and to reduce costs; the growth and potential of a particular market; the general growth and development of the business". And to this I would add that gross trading profits of companies last year rose by 11.7 per cent – or £500 million – and are expected to show another strong rise this year. So there should be plenty of room for the £75 million this year which the increased corporation tax will yield, and I conclude that we can still expect manufacturing investment to rise sharply through 1969 and into 1970.'

Dealing with productivity, the President said that while the main responsibility rested on the two sides of industry, there were a number of ways in which the Government could help. He then referred to some to which special attention was being given.

Consultancy scheme for small firms

> The House would know of the pilot scheme for grants to small firms to help them employ consultants. This started

(*Continued on next page*)

PRESIDENT'S BUDGET SPEECH, *continued*

in June of last year in Bristol and Glasgow, and was brought to a close in February. It had already resulted in some 250 small companies in these two cities receiving the benefit of experf advice from professional consultants. In the light of this response, he would be considering the possibility of a national scheme on the same lines.

National Design Council project

Everyone agreed that design is important to our export effort. Following discussions with the Minister of Technology, he announced that the Government accepted in principle the recommendation made last year by a Working Party of the Council of Engineering Institutions that a National Design Council should be set up, to take over the present responsibilities of the Council of Industrial Design, to build on its organization and to give greater emphasis to engineering design. He would make a further announcement later on the details of this plan.

Inquiry into small firms' problems

In the context of exports and productivity, he stressed how important a contribution was made by the smaller firms. A great deal was heard about the big battalions, but the small firm – with its capacity for innovation and its flexibility – could and did make a critically important contribution. The Government already did much to help this sector of industry by financial help to the British Productivity Council, the British Institute of Management, and the Centre for Inter Firm Comparison. The consultancy scheme to which he had referred was directed towards the smaller firms. Many of them would also be substantially encouraged by the concession on close companies.

'But there may be more that we can do,' the President added. 'So I should add that I have been discussing with the CBI over the last few months the possibility, which they strongly support, of an independent inquiry into the economic problems of the small firm. With their agreement we now propose to set up a small committee to consider the role of the small firm not just in relation to exports, but in the economy as a whole. I hope to make an announcement shortly about the membership and terms of reference of this committee.'

New guidance on mergers for industry and public

The President then dealt with the structure of industry, which he said was at least as crucial to our competitiveness as any of the matters he had mentioned so far. It had been much discussed recently in relation to monopoly and merger policy. But they had to start from the simple and basic truth that there was no one industrial structure which was suitable for all industries. Economies of scale varied enormously from one industry to another. Differing sizes of market, the degree of international competition, technological change, the location of raw materials, the availability of managerial talent and many other factors would all point to different structures for different industries at different times.

This was why no Government could have one single and comprehensive industrial policy. That was why this Government pursued a variety of policies which were sometimes said to be contradictory but which in fact reflected this basic truth that there was no such thing as an ideal structure universally applicable to all industries. Often, of course, the best structure could be left to market forces to settle. At the other extreme, in the cases of steel and the ports, they have decided that nationalization was the right answer. In many cases they had sought to promote rationalization through the IRC. Sometimes, as with computers, they had intervened directly, at other times, as with shipbuilding, indirectly through an independent board. In other cases still, they had brought the Monopolies Commission into play, and asked them either to investigate existing situations of market power, or to examine a proposed merger when it was not self-evident that it would be in the public interest. In each case the objective was the same – to find that industrial structure which seemed most in the national interest. But the means were different because the situations were different.

Role of Monopolies Commission

Speaking of the Monopolies Commission in particular, the President said that most of the recent discussion had been about its role in relation to mergers. But of course it also had a vital role, which was indeed its original role, in relation to existing monopoly situations, whether or not they were created by recent mergers. Its task here was not solely, as people sometimes thought, to protect the consumer or to investigate particular abuses of market power. These were certainly two of its functions, and very important ones, but they were far from being the whole story.

The Commission also has a more directly constructive job. This was to find out whether a monopoly was making the best and most efficient use of resources, or whether the absence of competitive pressures had led to inefficiency, inertia and the misuse of resources. So when he made references to the Monopolies Commission (and he hoped to make some more shortly) the House should not assume that he necessarily had evidence of the abuse of monopoly power. The motive would often be the more positive one of ensuring that an industry which might not be subject to effective competition, either from other British firms or from imports, was nevertheless being run efficiently and in the public interest; or in other cases it might be to ensure that the expected benefits from a previous merger had in fact occurred.

Turning to the Commission's role in relation to mergers, which had been much in the public eye lately, the President said: 'A reduction in the number of competing firms in an industry must raise the question of the public interest – that, after all, is why Parliament passed the 1965 Monopolies and Mergers Act. If a reduction in competition results, then, as a minimum, we must be sure that there are compensating advantages from the merger. In Britain, with many of our older industries in particular too fragmented to compete effectively with larger German or American firms, there often will be such advantages, and this explains why the Board of Trade have referred to the Commission only 10 out of the 350 or so mergers that we have examined since the 1965 Act.

'But we must not accept the case uncritically. Size is not a universal guarantee of greater efficiency. There are plenty of sleeping giants born of past mergers, and plenty of highly efficient specialized smaller firms. That is why in a minority of cases we do refer to the Commission, why in other cases we seek assurances to safeguard the public interest, and why I shall keep continually in mind the possibility of a subsequent reference to the Commission if the advantages of a merger do not in fact accrue or if there proves to be insufficient safeguard to the public interest.'

US guide-lines considered

The President said the House would know from his Manchester speech,* which was referred to in the debate on March 7, that he had been thinking a good deal about whether he should describe more explicitly and in more detail the Government's approach to merger references.

'For example,' he said, 'I have considered whether to publish guide-lines, similar to those put out last May by the United States Department of Justice, to show when a merger would be referred to the Monopolies Commission and when it would not.

'But if we were to take the United States guide-lines as a model, what would happen? We would specify the market share which would lead us to make a reference to the Commission; for example, we would refer all mergers where the market share of the combined companies exceeded, say, 50 per cent. We would also specify the size of mergers which would be referred to the Commission – for example, if the assets of the two companies together exceeded, say, £100 million.

'On conglomerates we could not follow the American guide-lines, since they are not at all specific; we would have to formulate our own exact definition of conglomerates and lay down, for example, that any conglomerate so defined involving over (say) £50 million of assets would be referred. And to reduce uncertainty we would have to say, as they do in the United States, that, in the cases we had specified, a reference to the Commission would be automatic and despite any benefits that might be claimed from the merger; otherwise we would be back to the same position as we are in today.

*See *Board of Trade Journal*, March 7, pages 666-7.

'I am quite clear that however suitable such guide-lines may be in the United States, they would not do here. To adopt them would, to begin with, involve major legislation which overthrew the whole basis of all our post-war monopoly legislation. For this does not start from the assumption that certain types of market structure are undesirable in themselves. It adopts an entirely empirical and pragmatic approach.

'Quite apart from this, such guide-lines would be highly unwelcome to British industry. They would fit badly with our policy, which I am sure is a correct one of encouraging desirable mergers through the IRC. They would involve referring a far higher proportion of mergers to the Commission. They would impose a degree of rigidity which would make no sense in a country so heavily dependent on international trade and so subject to international competition as we are. And it is not even clear that they would eliminate uncertainty. In difficult cases, American-style guide-lines leave a lot of room for argument on interpretation – for example, how do we define the relevant geographical and industrial markets? It seems likely that the merger cases which cause at least as much difficulty if we were to adopt arithmetical guide-lines on the American pattern.'

The use of guide-lines in the United States was related to an entirely different legislative philosophy, different institutional arrangements, and a different international trade situation, the President continued. Their legislation prohibited any steps which might lead to a significant reduction of competition, with the result that a large proportion of important mergers were manifestly unlawful. For all the reasons he had given, this would make no sense in Britain.

'Nor would it do us any good to adopt guide-lines without the arithmetical criteria. They would be either meaningless or platitudinous, consisting of saying that 'more exports are good' or 'exploitation of the consumer is bad'. They would be liable to endlessly different interpretations. They would in no way increase the certainty of the business community as to when we were likely to refer and when not. Yet they might inhibit the freedom of action which the 1965 Act was intended to give us. So we would, probably, get the worst of both worlds.'

> 'However, as I said at Manchester, I should like within the framework of the present legislation to give more information about the way we deal with mergers, and more explanation of how we use the discretion which the law confers on us, but without attempting to formulate guide-lines as such. I want to do this for three reasons – to assist informed discussion, to help firms prepare themselves when they have to present merger cases to the Board of Trade, and to show that we are following a consistent attitude. We must do it without tying ourselves to rigid or detailed rules, and without running any risk of distorting industry's rationalization plans to fit some non-existent notion of an 'ideal' merger.
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> 'So I have decided to issue, later in the year, a concise but comprehensive publication on the subject. I intend it to provide both for those who are directly concerned iin merger questions, and for the interested public, extensive information about the Government's attitude and practices in this field. Without laying down rules, it will explain our procedures in merger cases. It will describe the questions which we ask of merging firms, and the factors that we take into account in deciding whether or not to make a reference to the Commission.
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> 'Of course, the weight we attach to the different factors must vary with the circumstances of the particular case, and the final decision must depend on a balance of considerations. But I hope this publication, besides explaining our procedures in a way which will be useful to industry and interesting to public opinion, will also show that our criteria and our approach to mergers are consistent – and consistent, too, with other aspects of the Government's industrial policy such as the IRC.'

Assurances from merging firms

The President said there was one other change of emphasis he wanted to make, and it concerned assurances from merging firms. After all, the choice was not simply whether to refer a merger to the Commission or not. There might be good reasons for not referring a merger, because the advantages to be expected from it seemed on balance clear, and yet one might want to obtain from the companies concerned some assurances as to future behaviour. Alternatively, it might be unnecessary to refer a merger where one simple, obvious disadvantage could be identified, if this could be dealt with by a firm assurance. For example, one of the anxieties that he felt about the EMI/ABPC merger was met by an assurance that EMI would divest itself of its talent agency. And there were other cases where he had approved a merger only after receiving similar assurances, the most recent being Ross and Associated Fisheries, where he thought the merger on balance clearly desirable, but was most anxious to safeguard the position of the merchanting side of the industry.

He did not propose to ask for assurances in every single case, since the great majority of mergers were relatively small-scale affairs, neither obviously very good nor obviously very bad, and not raising problems to which assurances were relevant. But he did propose in future to seek assurances somewhat more freely in major merger cases. For example, in co-operation with the DEP, he wanted assurances about the handling by the companies involved of the problems of industrial relations to which rationalization and redundancy might give rise.

Rationalization was often desirable, but it could be very painful to the workers and families involved. It must be carried through in proper consultation with the Unions concerned, and without unnecessary or avoidable injury to the interests of the workers affected.

Again, in large-scale mergers we must see and be assured that proper attention was paid to the Government's regional policies. In other cases – particularly in the case of a take-over bid from overseas – he might need to be assured that exports would not be prejudiced nor imports unreasonably increased. Lastly, there were the specific assurances, related to the particular circumstances of the industry, which he might seek in such cases as EMI or Ross/Associated. These assurances would never form the major part of the Government's monopolies and mergers policy. But they could represent one useful step towards the accountability of large firms that the Government had always wanted.

'I hope these changes of emphasis, while preserving the flexibility in our approach which I think both sides of the House support, will give to the public a greater sense both of certainty and consistency,' Mr. Crosland concluded.

'Getting the right industrial structure is of course only part of the whole problem of achieving a better export performance and a general improvement in competitiveness.

'I began by saying that I would be considering the subjects I proposed to deal with in the context of our competitive position in the world. And that ultimately is what all these problems are about. That in the long run is what determines our standard of living. And if we want to improve that standard, then it is here – in improving our efficiency and competitiveness – that the efforts of us all, government, management and workers alike, must be concentrated.'

Extension of purchase tax to household textiles, etc.

FOLLOWING THE BUDGET changes on April 15 the extension of purchase tax to household textiles, plastic wall coverings, etc., are given by HM Customs and Excise in Notice No. 78F.

With effect from midnight on May 26 to 27 purchase tax becomes chargeable at the rate of 13¾ per cent of the wholesale value on household textiles, including soft furnishings and piece goods, plastic wall coverings in rolls, knitting wools and certain haberdashery and paper articles. From that date importers and registered traders will be responsible for payment of the tax on the goods in question. It will be in their own interests to make appropriate arrangements with their customers to cover themselves in respect of the tax for which they become accountable.

After consultation with the national trade associations concerned, the Commissioners of Customs and Excise have decided to alter the conditions governing the exemption from purchase tax of certain articles of young children's clothing. The relative items in the Schedule to Notice No. 78A are accordingly amended with effect from July 1, 1969.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Mr. Crosland speaks to the Textile Council conference on re-organization and growth

SPEAKING AT THE Textile Council's spring conference in Nottingham on April 18, Mr. Anthony Crosland, President of the Board of Trade, referring to the subject matter of the conference – 'Re-organization and growth' – made two comments:

'First,' he said, 'I greatly welcome the recognition that the barriers between the various sectors are being swept away by the changes in technology which are taking place in the industry. Secondly, that you are quite right to put the emphasis on growth. For it is quite clear that in a multi-fibre, multi-process textile industry, there are abundant opportunities for growth for textile firms which are prepared to adapt their production and marketing skills to take advantage of the new techniques. I, like you, reject at the outset any suggestion that there is no future for the textile industry in this country.'

Import tariff proposals

Continuing, the President said that the proposal to put a tariff on imports of cotton textiles from the Commonwealth had naturally attracted a great deal of attention. It was indeed revolutionary.

The Council had taken the view that, because of the decline in the consumption of cotton textiles, a tariff at the level of about 15 per cent would almost certainly result in a lower level of imports in the mid-1970's than would be the case if the present quota system were continued.

'We are, of course, committed on imports from the developing countries until the end of 1970, after which we shall be faced with the problem of whether the long-term arrangement should be extended for a further period, and if so, on what basis. Many developing countries are far from satisfied with the way in which this arrangement has worked, and they are pretty sure to press hard for some relaxation in the degree of restraint in discussions about the future of the arrangement.'

The President went on to say that what they now had to decide was what the import policy should be and whether the advantages foreseen by the Council from a change in the status quo seemed likely to outweigh any detriment which might arise from the imposition of a tariff on imports of cotton textiles from the Commonwealth. The answer here depended in part on the action to be taken by the industry.

He went on to say that the Government would take action within the provisions of their strengthened legislation and of the GATT to prevent dumped and subsidized imports from disrupting the United Kingdom market.

'But I must point out that the quotas have enabled the developing countries to increase the prices at which they sell in our market,' he added, 'and the extent of subsidization has also been reduced in recent years and is, in any case, mitigated by the quota arrangements, which set an upper limit to the amount which can be imported. The position might, of course, be very different if the quotas were to be removed. We would certainly be entitled under the GATT to take action to prevent the United Kingdom industry being materially injured by dumped or subsidized imports; and here I am satisfied that our new legislation, and the procedures for operating it, are fully adequate.'

Re-equipment grants

Dealing with re-equipment grants, the President said: 'There remains the question of financial assistance to the industry. On this point I am glad that the industry has set its face against a further publicly financed redundancy scheme. I agree that this would be an unjustified expenditure of public funds and would be unlikely to produce the results we wish to see. But the Council does propose that the Government should assist re-equipment and modernization by extending the level of development area grant to firms outside the development areas. This proposal raises major problems for the Government in regard both to its general industrial policy and also to its regional policy.'

If the Government was seriously to consider providing further money for the industry they should need to be convinced, first that the industry was really in a unique situation in this matter, and, secondly, that the necessary finance for re-equipment could not be provided on the necessary scale from private sources.

Concluding, he said: 'I know that many of you in the industry thought that by commissioning the study on productivity and efficiency, the Government were merely buying time in order to delay difficult decisions. I can give no assurance on precisely when the Government will reach final decisions on the difficult issues involved. What I can assure you is that I recognize the responsibility of the Government to reach those decisions and to reach them as speedily as possible so that uncertainty is removed and industrial decisions can be taken for the future. During the next month or so my department will be having intensive discussions with the industry, through the Textile Council, after which we shall make up our minds in the light of all the information at our disposal.'

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act;

Shell U.K. Ltd. and London and Thames Haven Oil Wharves Ltd.

Berger Jenson & Nicholson Ltd. and British Paints (Holdings) Ltd. (Celanese Corporation – United States).

Philips Brocklehurst Ltd. and Anglo-Portuguese Telephone Co. Ltd.

The Guthrie Corporation Ltd. and James Templeton & Co. Ltd.

Visit of the Spanish Minister of Industry

SENOR DON Gregorio Lopez Bravo, Spanish Minister of Industry, has accepted the invitation of HM Government to visit Britain from April 27 to May 1 as the guest of the Government. The Minister will be accompanied by Senor Don Julio Calleja Gonzalez-Camino, general manager of the Instituto Nacional de Industria, and by Senor Don Dernardo Lopez Majano, director general of Energy and Fuel in the Ministry of Industry. The visitors will be accompanied by the wives.

The Government have made arrangements for the Spanish Minister and his colleagues to meet the appropriate Ministers in the United Kingdom as well as to meet representatives of British industry and commerce.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel,* 01-248 5757. *Ext.* 7146),

'Long-term determinants for success in exporting' reviewed by Lord Brown

GOVERNMENT ATTITUDE towards 'the main long-term determinants of success in exporting' were reviewed by Lord Brown, Minister of State, Board of Trade, speaking in London at the Annual Conference of the British Chambers of Commerce in Europe, on April 15. Lord Brown defined these attitudes as follows: Organization and relationships with trade unions; productive efficiency and capital investment; size of the individual enterprise; product design and marketing.

'First, organization and employee relations,' said Lord Brown. 'We must become much more sophisticated in our thinking about organization. I am convinced that some of our labour problems arise from very inadequate precision in these matters. I doubt if we are yet doing enough about these issues in Government. Training in business management and organization is receiving Government support today on a growing scale, but I am sure it will have to have much more support in the future and that much research and much change in our thinking about these matters will have to take place if we are to reach an optimum position. We are passing through a somewhat agonizing situation in terms of industrial unrest, but Government, in spite of fierce contrary pressures, is firm in its intention to introduce legislation in the near future to moderate the power position of those in industry who organize unofficial strikes in industry with such frequency. My own view is that a largely unrecognized metamorphosis has taken place in our society over the last 50 years. Fifty years ago, management was in a much more powerful position and there is little doubt that a good deal of exploitation of its employees took place, but the power situation has over those years radically changed and today we have parts of the organized labour force of the country using collective power to exploit the rest of the labour force, with management in retreat from many of their proper responsibilities in the face of tightly organized unofficial groups of employees seeking to benefit their own economic position unduly. Government action to moderate the use of bargaining power is essential, and if in the future the tendency of unofficial professional groups at all levels to use power increases then more far-reaching measures will become necessary. The long-term hope is that just as society painfully learnt to settle its social affairs by discussion in Parliament rather than by the use of power, so industry too will learn to put aside the use of power and get down to reasoned discussion as a determinant of its method of settling economic and social problems.'

Speaking on productive efficiency and investment, Lord Brown said he believed that the main determinant of the rate of industrial investment was demand and if demand was lacking at home then a wise company would, through its marketing endeavours, seek that additional demand overseas. Last year British industry faced with a decrease in home demand did a fine job of increasing its marketing activities overseas, resulting in a 14 per cent increase in one year of the volume of exports. Lord Brown said he believed that the additional overseas marketing activity stimulated by the events of 1967 and 1968 had yet to bear their full fruit. The effect of that rise in exports on investment was beginning to look encouraging. It seemed possible that investment by manufacturing industry in 1969 would be 10 per cent-15 per cent higher than 1968.

'Productive efficiency is also dependent in the long-term on an optimum inflow of trained minds into industry, and here I believe Government over the last 15 years has been following a very sound policy,' said Lord Brown. 'Since 1957 Britain has started 25 new universities and has increased their student population from 113,000 in 1961 to 200,000 in 1968. Whilst it is true that the flow of applied scientists and engineers into industry has not been in ratio to those figures, substantial efforts are now being made to increase

(*Continued on next page*)

EXPORT MILESTONES

Mr. Lawrence Chivers, executive director of Ford Tractor Operations (left centre of group) presents the 400,000th tractor to be built by Ford's Basildon tractor plant to Mr. R. A. Foreman, Deputy High Commissioner for Jamaica (right centre of group). Later it was shipped to Jamaica for use by the National Federation of Young Farmers' Clubs.

The 50,000th export car to be carried by Thoresen Car Ferries left Southampton on April 18. It was a Jaguar XJ6 bound for Paris. Jaguar have already exported 1,250 of this model and France is the company's largest European market. Seen here are Mr. Eric Barnes, Jaguar export shipping manager from Coventry (left), and Mr. Bjarne Kvinnsland, Thoresen general manager.

DETERMINANTS FOR EXPORT SUCCESS, *continued*

this flow. A series of measures, too diverse to mention in detail, to influence more of our best graduates to move into industry are already affecting the situation, and the recently published Swann and Dainton reports make a series of very valuable suggestions, many of which will be implemented by Government in the near future. The Ministry of Technology has established industrial liaison officers attached to a large number of universities and technical colleges and through them it is helping to increase the two-way flow of communication between nearly 80 Government research stations, the universities, the technical colleges and industrial companies. I can think of nothing more likely to help exports in the future than a widespread Government effort to increase the extent to which our nationally outstanding technological ability really impacts on industrial products and the processes which produce them. I visit nearly a hundred small and medium-sized exporting companies each year, and I have observed, over the 3½ years in which I have been in the Board of Trade, a heightened degree of technological sophistication in the average outlook of these companies even over that short period.

'Future growth of exports from our country is going to be increasingly dependent on the incorporation in our products of an ever-decreasing degree of design based on science, on function and on aesthetics. The most efficient production and marketing will not overcome the handicap of shortcomings in such respects. Here again policies being pursued by the Department of Education and Science and by the Ministry of Technology in the stimulation of research and development on the design of products will have long-term beneficial effects.

'We all know that the structure of British industry has in recent years been the subject of a much greater rate of change than perhaps ever before. The rapid amalgamation of firms into larger units would, I think, have taken place willy-nilly under the pressure of modern trading conditions, but it needed a body like the Industrial Reorganization Corporation to introduce into the changing scene pressures towards forms of amalgamation which were logically consistent with optimum industrial efficiency, and this, I think, the IRC is by and large achieving.

'Growth in the size of a company certainly does not give an assurance of success but it does open up possibilities not available to smaller units. These benefits are ordinarily thought of in terms of volume of output, mechanization, increased opportunities for investment and so on. But other benefits of size are of particular importance to exports. Larger units can employ men of higher capacity by paying larger salaries to chief executives and senior management, and result in leadership of greater intelligence and imagination than on average can exist in their smaller predecessors. The process of takeover or amalgamation results in restructuring of organization and of management, and this often provides opportunity for the more dynamic men in industry to take over leadership. Larger companies are able to set up overseas marketing companies or their own sales offices where the potential volume of sales would not justify such action in the case of smaller companies. This is particularly important currently because we are faced with ever increasing difficulty in helping smaller British companies to find adequate overseas agents to represent them.'

Lord Brown then spoke of the Board of Trade's pilot scheme in Glasgow and Bristol by which financial assistance was given to small companies who wished to employ consultants to increase the efficiency of their businesses, and, as a result, nearly 250 companies in those two cities were receiving the benefit of an analysis of at least some part of their activities. 'I hope we will be able to introduce a national scheme soon which could bring equal benefit to all small companies, for, fundamentally, exports are a function of the total effectiveness of companies,' said Lord Brown.

Lord Brown then spoke on the Overseas Project Group, set up last year, to co-ordinate around large projects the activities of Government Departments, bankers, consultants and industry itself. 'One particular aspect of the work of this group is to stimulate all Government departments and nationalized industries, which are themselves large buyers of equipment, to put at the disposal of national purchasers overseas their experience as users of British equipment at home,' he said. 'I believe that much more can be done by our national users to influence the attitude of overseas purchasers towards British equipment by putting their experience of this equipment, and the systems that they have devised in its use, at the service of overseas governments and large corporations at a very early stage in their thinking about their own developments.

'It is regrettable that the sort of policies to which I have referred receive little mention by the mass media of this country. I am afraid that the picture we present of ourselves in our own press and radio at home is too often one of self-denigration, and I am aware from my travels overseas of the false impression that this can create and the detriment to our status as an exporting nation which can follow. Unfortunately we can do little to correct this but I have used this opportunity this evening to put before you, inadequately I am afraid, a picture of some Government efforts which I think receive too little recognition. I hope that the brief picture I've been able to present will prove an encouragement to members of British Chambers of Commerce overseas to pursue their very important efforts in support of British exporters.'

ECGD backs £2.3 million carrier contract for Eire

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on April 15 covering the financing of a 29,000 tons deadweight bulk carrier worth £2.3 million for the Republic of Ireland. The vessel will be owned by Irish Shipping Limited.

The vessel is scheduled for delivery in September 1969, and is being built by Cammell Laird & Co. (Shipbuilders & Engineers) Ltd., of Birkenhead. The loan, which is for £1.9 million, is being made available by International Finance & Services Ltd., acting on behalf of the Midland Bank Ltd., and Martins Bank Ltd., and is repayable over 10 years.

ECGD covers £2.4 million contract for Norwegian tankers

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on April 16 covering the financing of three 4,300 tons deadweight solvent tankers worth £2.4 million for Norway. The vessels will be owned by Sameiet Seafalcon, K/S, A/S Geir and Sameiet, A/S Leiv Gabrielsen.

The vessels are scheduled for delivery in June, July and October 1969 and are being built by the Smith's Dock Co. Ltd. of Middlesbrough.

The loan, totalling £1.9 million, is being made available by Barclays Bank Ltd. and is repayable over 10 years.

Agreement on financial arrangements for Hong Kong harbour tunnel

THE EXPORT Credits Guarantee Department announce that agreement in principle has been reached in London between The Cross-Harbour Tunnel Co. Ltd. of Hong Kong and Lloyds Bank Limited on the provision of a loan to finance construction of the Hong Kong Cross-Harbour tunnel. The loan by Lloyds Bank, which will be guaranteed by the Export Credits Guarantee Department, will be for a maximum of £14 million.

The Tunnel Company are now proceeding to detailed negotiations with a consortium led by Costain Civil Engineering Ltd. and it is hoped that the contract will be signed next month. The loan will then bear interest at 5½ per cent per annum and will be repayable in half-yearly instalments over seven years from the estimated date of completion of the tunnel.

The prospective shareholders of The Cross-Harbour Tunnel Co. Ltd. are: Wheelock Marden & Co. Ltd., Hutchison International Ltd., the Hong Kong and Shanghai Banking Corporation, Kwong Wan Ltd., and Sir Elly Kadoorie Successors Ltd. The Hong Kong Government has also informed the Tunnel Company that conditional upon receipt of formal approval from the Legislative Council it would be willing to take up shares in the company. The shareholders will severally guarantee percentages of advances secured by promissory notes adding up to 100 per cent of the same, and the Tunnel Company will also be giving a floating charge over the company's assets.

The tunnel will provide a much needed traffic link between Hong Kong island and the city of Kowloon, a crossing which has up to now been served only by vehicular ferries. The four-lane tunnel will be built by the immersed tube method, the first to be built by this technique in Asia, and thought to be the longest of its type in the world. The consulting engineers to the project are the British firms of Scott Wilson, Kirkpatrick and Partners, and Freeman, Fox and Partners.

The Queen's Award to Industry, 1969

THE FOURTH LIST of recipients of The Queen's Award to Industry was announced on April 21, and is published on pages 1668-1672. There are 99 recipients, of which 69 have been cited for export achievement alone, 24 for technological innovation alone, and six for achievement in both fields.

The recipients represent a very wide spread of industrial activity and size of company. Scotland, Wales and Northern Ireland and all regions of England are represented. Units whose achievements are additionally cited are not necessarily located in the same region as the headquarters of the concern on which the award is formally bestowed. Their different locations are indicated in column 3; furthermore other factories elsewhere may also have contributed to the achievements.

Award holders 1966, 1967, 1968 and 1969

Recipients	1966	1967	1968	1969
Total	115	85	85	99
For exports	86	48	60	69
For technology	11	28	17	24
For both fields	18	9	8	6

This year the unit responsible for the achievement, rather than the parent organization, has been cited wherever possible. The increase in the total number of awards is due partly to this method of citation and partly to a small increase in the number of export awards reflecting the growth in exports. Consistently high standards have been applied in both exports and technological fields.

Repeat successes

Holders of one or more previous awards who have been honoured again are listed in the annex to the main list. These 35 repeat award winners include nine holders of the award in two of the three previous years and four concerns who have won the award in all three earlier years. Recipients of repeat export awards have been judged to have shown further outstanding performance since receiving the earlier award and repeat awards for technology have recognized quite different innovations.

Design and display of the emblem

Award holders are entitled to use the emblem shown in the heading of this Press Notice on flags, plaques, lapel badges, note-paper, packaging or goods. Instructions and advice on the use of the emblem are contained in a manual supplied to all recipients.

Presentation ceremonies

With the formal Grant of Appointment recipients of the award will receive a representation of the emblem cast in stainless steel and encapsulated in a transparent plastic block. Presentations will be made by Her Majesty's Lieutenants of Counties (or the Governor General of Northern Ireland), normally at the main factories of award holders. In this way many of those who have contributed to the outstanding achievement can be present at the ceremony. Experience in previous years has shown that these local presentation ceremonies are a great success.

Notes:

The Queen's Award Scheme is based on the recommendations of a committee chaired by the Duke of Edinburgh. The report of this committee, which is available from HMSO, was published on August 3, 1965. The Prime Minister announced in the House of commons on the same day that the Government accepted its recommendations in full.

The purpose of the scheme (as set out in the Royal Warrant of November 30, 1965 instituting and creating the award, and published in the *London Gazette* of March 22, 1966) is to recognize outstanding achievement by British industry either in increasing exports or in technological innovation, or in both. The award is related to the production of goods in the United Kingdom by any branch of British industry, including agriculture and horticulture. Export achievement is based on the direct export of goods by their manufacturers. In the case of technological achievement, awards are made for finished products or processes resulting from or involved in the normal course of commercial production and leading to increased efficiency. The award is made to organizations and not to individuals. Any concern is eligible to apply, on behalf of itself or any of its industrial units or subsidiaries, provided that the concern is incorporated in the United Kingdom, the Channel Isles or the Isle of Man.

Awards are announced each year on the Queen's actual birthday, April 21. They are held for five years, i.e. for recipients this year to April 20, 1974 with entitlement during that period to use the emblem of the award in a variety of ways referred to in paragraph 7 above. Industrial concerns already holding awards may apply for and receive further awards during the currency of any award; and any unsuccessful applicants may also apply again. The closing date for applications for the 1970 awards is October 31, 1969.

Selection machinery

The awards are made by the Queen on the advice of the Prime Minister; in making his recommendations, he is assisted by a committee which includes representatives of industry. Its membership during the consideration of applications for the 1969 awards was:

Sir William Armstrong – chairman, head of the Home Civil Service
Lord Black
Lord Carron
Sir Richard Clarke – Permanent Secretary Ministry of Technology
Sir Leonard Drucquer – chairman of the Council of Engineering Institutions
Mr. A. G. Norman – president, Confederation of British Industry
Lord Kings Norton
Sir Peter Runge – chairman, British National Export Council
Sir Antony Part – Permanent Secretary, Board of Trade.

The committee was served by two official sub-committees, the Export Sub-Committee chaired by Sir Antony Part and the Technological Sub-Committee chaired by Sir Richard Clarke.

Provision for review of the scheme

The Duke of Edinburgh's committee recommended in their report that the working of the award scheme should be reviewed after five years so that any modifications which practical experience of its operation has shown to be desirable could be introduced.

(*Continued on next page*)

SUBSCRIPTIONS AND SALES

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THE QUEEN'S AWARD TO INDUSTRY, 1969, *continued*

Her Majesty The Queen has been graciously pleased to confer Her Award in 1969 upon the following industrial concerns in recognition of their efficiency as demonstrated by outstanding achievement by them, or by the industrial units cited, in increasing exports or in technological innovation, or in both.

			Nature of principal products exported
Aircraft Furnishing Ltd. (A)	Walton-on-Thames, Surrey	For export achievement	Aircraft seats
Albright & Wilson Ltd. (A)	London, S.W.1	For export achievement by the Marchon Division, Whitehaven, Cumberland	Chemicals
Allbook & Hashfield Ltd.	London, W.1	For export achievement	Fur-sewing machines
AMF International Ltd.	London, W.1	For export achievement	Tobacco-processing machinery, ten-pin bowling equipment
Aplin & Barrett Ltd.	Trowbridge, Wiltshire	For technological innovation in the field of food preservation by the Biologicals Division, Yeovil	
Ove Arup & Partners Consulting Engineers	London, W.1	For technological innovation in prestressed concrete roofing	
Associated Television Corporation Ltd. (A)	London, W.1	For export achievement	Television films
H. & L. Austin Engineering Ltd.	Enfield, Middlesex	For export achievement	Engineering products in polytetrafluoroethylene
Barwell Engineering Ltd.	Swavesey, Cambridgeshire	For export achievement and for technological innovation in machinery for pre-forming rubber blanks for compression moulding	Machinery for the rubber industry
Bexford Ltd. (A)	Brantham, Suffolk	For technological innovation in photographic film casting manufacture	
Birlec Ltd.	Aldridge, Staffordshire	For technological innovation in electro-slag refining of steel	
Bonas Bros. Weavematic Looms (England) Ltd. (A)	Sunderland	For export achievement	High speed looms
British Broadcasting Corporation	London, W.1	For technological innovation in television standards converters by the Research Department, Kingswood, Surrey, and the Designs Department, London	
British Ropes Ltd. (A)	Doncaster	For export achievement by the Steel Division	Wire, wire ropes and cordage
The Broughton Moore Green Slate Quarries Ltd.	Coniston, Lancashire	For export achievement	Green slate
Bull Royd Mill Ltd. (A)	Bradford	For export achievement	Wool worsted textiles
James Burrough Ltd. (A)	London, S.E.11	For export achievement	Gin
Cambridge Scientific Instruments Ltd. (A)	Cambridge	For export achievement by the Electron-Probe Division	Electron microscopes and X-ray analyzers
Camco Ltd.	Newtownabbey, Co. Antrim	For export achievement	Oilwell equipment
J. H. Carruthers & Co. Ltd.	East Kilbride, Lanarkshire	For technological innovation in electric cranes	
CAV Ltd. (A)	London, W.3	For technological innovation in the commissioning and operation of the Sudbury, Suffolk, factory for the high volume production of injector nozzles for diesel engines	
Centrax Ltd.	Newton Abbot, Devon	For export achievement by the Blade Division	Compressor and turbine blades
The Churchill Machine Tool Co. Ltd.	Altrincham, Cheshire	For export achievement and for technological innovation in air bearings in precision grinding machines	Precision grinding machine
William Cotton Ltd. (A)	Loughborough, Leicestershire	For export achievement	Knitting machines
Courtaulds Ltd. (A)	London, W.1	For technological innovation in fire resistant synthetic fibres by the Research and Synthetic Fibres Divisions, Coventry	
Coventry Gauge and Tool Co. Ltd. (A)	Coventry	For export achievement	Machine tools
Deeglas Fibres Ltd.	Camberley Surrey	For export achievement	Glass fibre
John Dewar & Sons Ltd. (A)	London, S.W.1	For export achievement	Scotch whisky
Alfred Dunhill Ltd. (A)	London, S.W.1	For export achievement	Pipes, tobacco, lighters
Elliott Flight Automation Ltd. (A)	Rochester, Kent	For export achievement	Aircraft control systems
English Clays Lovering Pochin & Co. Ltd. (A)	St. Austell, Cornwall	For export achievement	China clay
English Electric Diesels Ltd.	London, W.3	For export achievement by the Ruston Turbine Division, Lincoln, and for technological innovation in diesel engines by the Ruston Engine Division, Lincoln	Industrial gas turbines
Esso Petroleum Company Ltd.	London, S.W.1	For technological innovation in computer control of a petroleum processing complex	
Ferodo Ltd.	Chapel-en-le-Frith, Stockport, Cheshire	For technological innovation in friction material for disc brakes	

(A) denotes holder of previous award.

			Nature of principal products exported
Fullerton, Hodgart & Barclay Ltd.	Paisley	For export achievement	Mine hoists, compressors, evaporating plant, hydraulic pumps
Gilbert Gilkes & Gordon Ltd.	Kendal, Westmorland	For export achievement	Water turbines, pumps and valves
Gillette Industries Ltd. (A)	Isleworth, Middlesex	For export achievement	Razors, razor blades and toiletries
GKN Somerset Wire Ltd.	Cardiff	For technological innovation in stabilizing high tensile steel wire and strand	
Glaxo Laboratories Ltd. (A)	Greenford, Middlesex,	For export achievement	Human and veterinary pharmaceuticals
A. & J. Gordon (Aveley) Ltd.	South Ockendon, Essex	For export achievement	Ladies' jersey wear
Greengate & Irwell Rubber Co. Ltd.	Manchester, 3	For technological innovation in conveyor belting in coal mines	
Leslie Hartridge Ltd.	Buckingham	For export achievement	Diesel test and service equipment
Hewlett-Packard Ltd.	South Queensferry, West Lothian	For technological innovation in microwave link analysers	
Hickson & Welch Ltd.	Castleford, Yorkshire	For export achievement	Organic chemicals
High Duty Alloys Ltd.	Slough	For technological innovation in the development of structural aluminium alloys for use in high speed aircraft	
Holland and Holland Ltd.	London, W.1	For export achievement	Shotguns and sporting rifles
R. G. Holland & Co. Ltd.	Sheffield	For export achievement	Eutectic ferro-titanium
Honeywell Ltd.	Brentford, Middlesex	For export achievement	Computers, controls and automation systems
Imperial Chemical Industries Ltd. (A)	London, S.W.1	For export achievement by the Dyestuffs Division, Manchester, and the Pharmaceuticals Division, Macclesfield, Cheshire, and for technological innovation in aniline manufacture by the Dyestuffs Division, in the discovery and development of drugs used in the treatment of ischaemic heart disease by the Pharmaceuticals Division, and in non-aqueous polymer dispersions by the Paints Division, Slough	Organic chemicals, dyestuffs, human and veterinary pharmaceuticals
Imperial Smelting Corporation Ltd.	Bristol	For technological innovation in the smelting of zinc and lead, by that company and by Imperial Smelting Corporation (NSC) Ltd. and Imperial Smelting Processes Ltd.	
Kearney & Tucker Ltd.	Hove, Sussex	For export achievement	Machine tools
R. E. H. Kennedy	Ipswich, Suffolk	For export achievement	Reproduction furniture
Kirkpatrick Brothers Ltd.	Ballyclare, Co. Antrim	For technological innovation in flax preparation	
Lansing Bagnall Ltd.	Basingstoke, Hampshire	For export achievement	Electric industrial trucks
Lead & Alloys Ltd.	London, E.C.3	For export achievement	Refined lead
Lesney Products & Co. Ltd. (A)	London, E.9	For export achievement	Toys
Lintafoam Ltd.	High Wycombe	For export achievement by the Loudwater Division, High Wycombe	Coated fabrics, laminates and plastic mouldings
Loewy Robertson Engineering Co. Ltd.	Bournemouth	For technological innovation in constant gap rolling mills	
Joseph Lucas (Industries) Ltd. (A)	Birmingham, 19	For export achievement by Joseph Lucas (Export) Ltd., CAV Ltd. and Rotax Ltd., London, Bryce Berger Ltd. (Hucclecote, Gloucestershire. Butlers Ltd., Girling Ltd., Joseph Lucas (Batteries) Ltd., Joseph Lucas (Electrical) Ltd. and Lucas Gas Turbine Equipment Ltd., Birmingham, and Lucas Industrial Equipment Ltd., Liverpool	Vehicle, aircraft and industrial equipment
Lucas Industrial Equipment Ltd.	Fazakerley, Liverpool	For technological innovation in an expansion turbine with gas lubricated bearings	
Manesty Machine Ltd.	Liverpool	For export achievement	Tabletting machinery
The Marconi Co. Ltd. (A)	Chelmsford, Essex	For export achievement	Electronic equipment
Martin-Baker Aircraft Co. Ltd. (A)	Higher Denham, Buckinghamshire	For export achievement	Ejection seats for aircraft
May & Baker Ltd.	Dagenham, Essex	For technological innovation in the development of herbicides	
Metals Research Ltd. (A)	Royston, Hertfordshire	For export achievement	Electric and electronic research apparatus, image analyzing computers
The Mettoy Co. Ltd. (A)	Swansea	For export achievement	Toys
Miehle-Goss-Dexter Ltd.	Preston, Lancashire	For export achievement	Printing machinery
Mirrlees National Ltd. (A)	Stockport, Cheshire	For export achievement	Diesel and dual-fuel engines
Motor Rail Ltd.	Bedford	For export achievement	Narrow gauge locomotives

(Continued on next page)

THE QUEEN'S AWARD TO INDUSTRY, 1969, *continued*

			Nature of principal products exported
Multitone Electric Co. Ltd.	London, W.1	For export achievement	Pocket paging equipment
M. Y. Dart Co. (Games) Ltd.	Barnet, Hertfordshire	For export achievement	Dartboards and darts
F. Norton & Son Ltd.	Irthlingborough, Northamptonshire	For export achievement	Footwear
Frederick Parker Ltd.	Leicester	For export achievement	Civil engineering construction equipment
Pearson Machine Tool Co. Ltd.	Newcastle-on-Tyne	For export achievement	Hydraulic guillotine shears, press brakes and presses
Edgar Pickering (Blackburn) Ltd.	Blackburn, Lancashire	For export achievement	Tufting machinery for the carpet industry
The Plessey Co. Ltd.	Ilford, Essex	For export achievement by the Electronics Group, London	Electronic equipment
Pye Unicam Ltd. (A)	Cambridge	For technological innovation in spectrophotometers and chromatographs	
Qualitex Yarns Ltd.	Burnley, Lancashire	For export achievement	Synthetic fibres
Quayle Carpets Ltd.	Kidderminster	For export achievement	Carpets
Rolls-Royce Ltd. (A)	Derby	For export achievement by that company and for technological innovation in aircraft engines by the Bristol Engine Division, Bristol	Engines, motor cars, turbines, nuclear propulsion units
Scottish Mechanical Light Industries Ltd.	Ayr	For technological innovation in automated feed milling plant	
Ernest Scragg & Sons Ltd.	Macclesfield, Cheshire	For export achievement	Machinery for man-made fibre processing
Shoe and Allied Trades Research Association	Kettering	For technological innovation in moist heat setting in shoe manufacture	
Short Brothers & Harland Ltd. (A)	Belfast	For export achievement by the Precision Engineering Division	Anti-aircraft weapon systems
J. K. Smit & Sons Diamond Tools Ltd.	London, E.C.1	For export achievement	Diamond tools
A. & W. Smith & Co. Ltd. (A)	Bromley, Kent	For export achievement	Sugar processing machinery
Staflex International Ltd. (A)	London, W.C.1	For technological innovation in fusible interlinings for clothing	
Standard Telephones and Cables Ltd. (A)	London, W.C.2	For technological innovation in solid state carrier telephone systems by the Microwave and Line Division, Basildon, Essex	
Stone Manganese Marine Ltd. (A)	London, S.E.7	For export achievement	Ships' propellers
Thos. Storey (Engineers) Ltd.	Stockport, Cheshire	For export achievement	General engineering and heavy fabrication
Vosper Ltd. (A)	Portsmouth	For export achievement	Ships
Watson & Sons (Electro-Medical) Ltd.	North Wembley, Middlesex	For export achievement	X-ray equipment
Watts, Blake, Bearne & Co. Ltd.	Newton Abbot, Devon	For export achievement and for technological innovation in ball clay mining, both by the Preston Manor Ball Clay Mines and Quarries	Clay
Enoch Wedgwood (Tunstall) Ltd.	Stoke-on-Trent	For export achievement	Pottery (domestic earthenware)
J. C. Wells Ltd.	London, W.1	For export achievement	Bespoke tailoring
Westerly Marine Construction Ltd.	Waterlooville, Hampshire	For export achievement	Fibreglass boats
Wickman Ltd.	Coventry	For export achievement	Machine tools
Wilson Sporting Goods Company Ltd.	Irvine, Ayrshire	For export achievement	Golf clubs
Yarrow (Shipbuilders) Ltd.	Glasgow, W.4	For export achievement	Ships

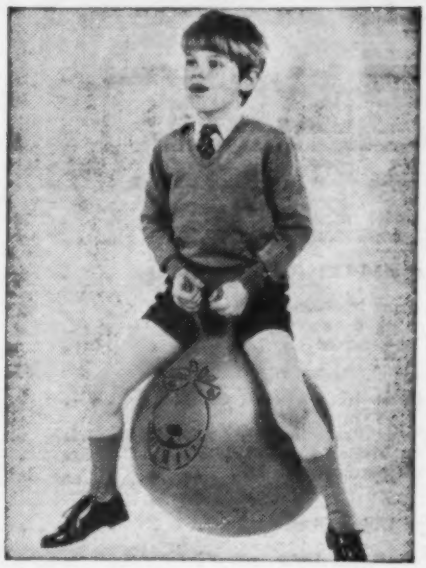
1969 recipients which have also received awards in earlier years. Where 1969 recipients were included in a parent company's citation in earlier years the name of the parent organization appears in brackets.

	1966 Award	1967 Award	1968 Award	1969 Award
Aircraft Furnishing Ltd.	—	—	Export	Export
Albright & Wilson Ltd. (Marchon Division)	Export	—	—	Export
Associated Television Corporation Ltd.	—	Export	—	Export
Bexford Ltd.	Export	—	—	Technology
Bonas Bros. Weavematic Looms (England) Ltd.	—	Technology	—	Export
British Ropes Ltd.	—	—	Technology	Export
Bull Royd Mill Ltd.	—	—	Export (Courtalds Ltd.)	Export
James Burrough Ltd.	Export	—	—	Export
Cambridge Scientific Instruments Ltd.	—	—	Export	Export
CAV Ltd.	Export (Joseph Lucas (Industries) Ltd.)	Technology (Joseph Lucas (Industries) Ltd.)	—	Technology
William Cotton Ltd.	—	Export (The Bentley Engineering Group Ltd.)	Export (The Bentley Engineering Co. Ltd.)	Export
Courtaulds Ltd.	—	—	Export and Technology	Technology

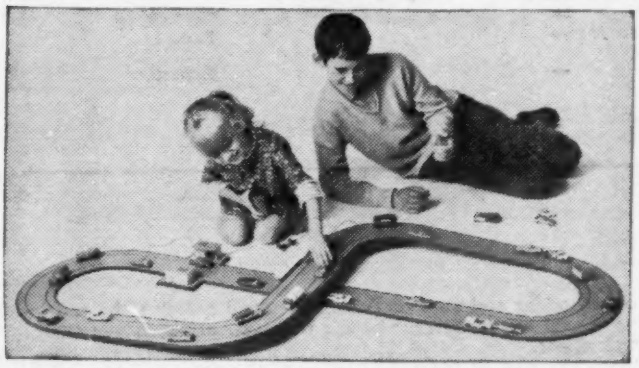
(*Continued on page* 1172)

THE QUEEN'S AWARDS 1969

A selection of pictures illustrating the work of some of the year's winners of the Queen's Award to Industry



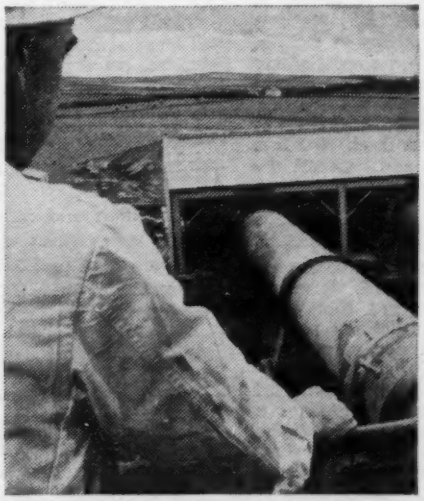
(Left) Some of Pye Unicam's staff who have played an important part in the company's winning its second Award for technological innovation in spectrophotometers and chromatographs. (Right) Developed from a Norwegian fishing buoy, the Playcraft Spacehopper made by Mettoy Playcraft (Sales) Ltd., will be bouncing children all over the world this summer.



The 'Matchbox' Flyover, by Lesney Products, builds up into a figure of 8 and consists of 13 feet of track, two hand speed controllers, 10 drive pins and stickers, and two spiral drive units.

Putting final casings on electric relays at the AMF Potter and Brumfield Division at Oxford.

Consignment of 'White Label' Dewar's Scotch Whisky being boarded for shipment to the USSR.



Part of the five kilns of Marchon's sulphuric acid plant seen against the Cumberland countryside.

In the Ferodo works at Chapel-en-le-Firth, tapered disc brake pads are being checked for flatness.

THE QUEEN'S AWARD TO INDUSTRY, 1969, *continued*

	1966 Award	1967 Award	1968 Award	1969 Award
Coventry Gauge and Tool Co. Ltd.	—	Technology	—	Export
John Dewar and Sons Ltd.	Export (The Distillers Company Ltd.)	Export	—	Export
Alfred Dunhill Ltd.	Export	—	—	Export
Elliott Flight Automation Ltd.	—	—	Export (The English Electric Co. Ltd.)	Export
English Clays Lovering Pochin & Co. Ltd.	Export (English China Clays Ltd.)	—	—	Export
Gillette Industries Ltd.	Export	Export	—	Export
Glaxo Laboratories Ltd.	—	Export (The Glaxo Group Ltd.)	Export (The Glaxo Group Ltd.)	Export
Imperial Chemical Industries Ltd.	Export and Technology	Export and Technology	Export and Technology	Export and Technology
Lesney Products & Co. Ltd.	Export	—	Export	Export
Joseph Lucas (Industries) Ltd.	Export	Technology	—	Export
The Marconi Co. Ltd.	Export (The English Electric Co. Ltd.)	Technology (The English Electric Co. Ltd.)	Technology (The English Electric Co. Ltd.)	Export
Martin-Baker Aircraft Co. Ltd	Export and Technology	Export	Export and Technology	Export
Metals Research Ltd.	—	Technology	—	Export
The Mettoy Co. Ltd.	Export	Export	—	Export
Mirrlees National Ltd.	—	Technology (Hawker Siddeley Group Ltd.)	—	Export
Pye Unicam Ltd.	Export (Pye of Cambridge Ltd.)	—	—	Technology
Rolls-Royce Ltd.	Export	Export and Technology	Export	Export and Technology
Short Brothers & Harland Ltd.	—	Technology	Export	Export
A. & W. Smith & Co. Ltd.	Export	—	—	Export
Staflex International Ltd.	—	—	Export	Technology
Standard Telephones and Cables Ltd.	—	—	Export	Technology
Stone Manganese Marine Ltd.	Export (Stone-Platt Industries Ltd.)	—	—	Export
Vosper Ltd.	Export and Technology (David Brown Corporation Ltd.)	—	—	Export

Mr. Rodgers on extending the holiday season

'THE DECADE which we are about to enter will bring with it fundamental changes not only in the number of tourists coming to Britain, but also in the pattern of their arrival and method of transportation', said Mr. William Rodgers, Minister of State, Board of Trade, at the Conference on the Extension of the Holiday Season at the Royal Festival Hall, London, on April 17. Mr. Rodgers said he had in mind the imminent arrival of the Jumbo Jet era, and the fact that larger numbers of overseas visitors would be arriving earlier and later in the year than in the past. He also hoped that our own people would take more holidays in Britain, and would adopt the growing habit of taking a second holiday in the Spring or Autumn, all of which would make more urgent the need to extend the holiday season.

Mr. Rodgers referred to the Government's experimental changes in the traditional dates of the Whitsun and August Bank Holidays introduced several years ago to reduce congestion and facilitate the staggering of holidays; these had removed the peak August Bank Holiday traffic from the beginning to the end of the month, and by replacing the Whitsun Bank Holiday by a fixed Spring Bank Holiday, had enabled the GCE examination to be concluded early in the Summer, so that individual schools or areas could stagger their breaking-up at any time from early July onwards. It would be the height of complacency, however, to pretend that these changes had or could in themselves even out the holiday pattern to the extent which was necessary. Further steps were now called for.

Stressing that the leaders of industry and the trade unions had a most important role to play in making staggered holidays a reality rather than a slogan, Mr. Rodgers said there should be the fullest possible discussion and consultation at a very early stage between employers and union representatives about any changes in holiday arrangements designed to bring about the staggering of holidays.

The British Travel Association would, he had no doubt, look at the part to be played in the sphere of education by local education authorities and examination bodies, and examine the restrictions placed on the former by the incidence of secondary school examinations.

'When looking at these different aspects on the same problem, and in particular when arriving at your conclusions and recommendations,' said Mr. Rodgers, 'I would ask you to look for local, regional and institutional initiatives and solutions, rather than for statutory action by Central Government.

'The English, Scottish and Wales tourist boards, which I hope will be established when the Development of Tourism Bill becomes law, will no doubt have in mind the lengthening of the holiday season as one of their important and urgent tasks.'

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sales Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications,*

Leicester mission to Libya and Malta

A LEICESTER and County Chamber of Commerce Trade Mission will leave London on April 29 for Tripoli, where the Mission to Libya and Malta will begin work. Seven members of the Chamber will be led by Mr. H. Foster, managing director of Meritina Limited, and the mission is comprised of a consultant engineer, manufacturers of adhesives, catering equipment and hosiery and knitwear. The mission will spend four days in Tripoli and will then travel to Benghazi, spending the final three days of the mission in Malta, and returning to the United Kingdom on May 11. The mission will be accompanied by Mr. A. H. Green, Information Officer of the Chamber.

The mission is being supported by the British National Export Council.

British electronic valve manufacturers visit United States and Canada

THE Electronic Valve and Semi-conductor Manufacturers' Association (VASCA) is sponsoring a small, specialized trade mission to North America from May 1 to 21. The party will arrive in New York on May 1 and will be led by Sir Alan Dudley, director of the Electronic Components' Board.

After two weeks in the United States five of the participants will extend their tour to Canada, arriving in Toronto on the evening of May 15. The aim of the mission is to expand the sales of British electronic valves and semi-conductor devices in the United States and Canada.

London Chamber appoint new head of East European Division

MR. ROBERT ANTHONY has been appointed head of the East European Division of the London Chamber of Commerce. Mr. Anthony, who is at present visiting Moscow for talks with the Soviet Trade Authorities, will be in charge of the London Chamber's specialist trade sections activities in each of the East European countries.

Shortage of hotel accommodation in Helsinki

THE BRITISH EMBASSY in Helsinki have warned that the hotel situation in Helsinki for the last two weeks in April and the first week in May is critical. Intending visitors to Finland should make certain that they have a hotel booking when they arrive. The British Embassy regrets they are unable to assist in finding accommodation.

Loans from the National Loans Fund 1969-70

THE WHITE PAPER 'Loans from the National Loans Fund, 1969-70' Cmnd. 3995 (HMSO, price 3s.) published on April 15, continues a series begun in 1961 of annual reports on Government lending and on the financing of the capital requirements of the nationalized industries.

Standard presentation of conference proceedings

BRITISH STANDARD 4446: 1969 *Presentation of conference proceedings* is now published. This standard lays down principles which should apply to the presentation of conference proceedings of all kinds. Its requirements regarding editorial layout, form and bibliographical presentation will enable convenors, editors and publishers to produce conference proceedings in a consistent and informative way that will facilitate their use by readers, researchers, librarians and bibliographers. The standard has, where relevant, been based on the Anglo-American Cataloguing Rules (British Text) 1967 of the Library Association, London.

Copies of BS 4446 may be obtained from the BSI branch at 101/113 Pentonville Road, London, N.1. Price 6s. each (7s. including postage to non-subscribers).

'New Technology' for April

THE APRIL issue of *New Technology* contains an article by T. C. Campbell, head of Design Information Services, British Aircraft Corporation (Preston Division), on the development of Jaguar, an advanced trainer/ground attack aircraft being developed jointly by Britain and France, as an opportunity to commence BAC's changeover to the metric system. Mr. Campbell summarizes the problems encountered and the action taken to resolve them.

In anothr feature, B. W. Oakley, manager, Industrial Applications Unit, Royal Radar Establishment, looks at the wider implications of Gunn diodes and mini-radars and discusses a number of ways in which they can be employed, both in industry and commerce.

Other articles describe how RRE research aids development of novel electronic equipment; how research at the British Leather Manufacturers' Research Association has cut the cost of treating effluent before it is discharged into sewers; and a short article gives information about Mintech's Advanced Industrial Instrumentation Project.

Liberalization of imports from Rumania and USSR

THE BOARD OF TRADE have issued Notice to Importers No. 1250 which deals with the liberalization of imports from Rumania and USSR.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 9.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
05.15	Norway pout (Trisopterus (Gadus) Esmarkii).	Norway pout . .	December 31, 1969	10399
29.14	Decanoic acid, mixed isomers.	C.10 Tertiary monocarboryic acid, mixed isomers.	December 31, 1969	13263
29.26	3 - Dimethylaminomethyleneaminophenyl methylcarbomate hydrochloride.	3 - Dimethylaminomethylene - iminophenyl - N - methylcarbomate hydro chloride.	December 31, 1969	13282
29.35	Diphenoxarsin - 10-yl oxide.	Compound SA 546 (10, 10 Oxybisphenoxarsine.	December 31, 1969	13278

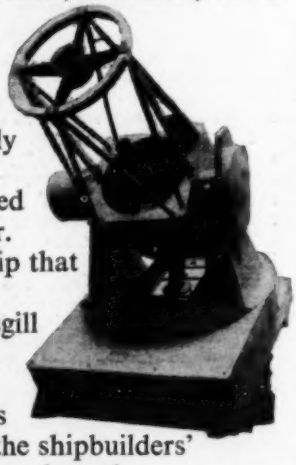
Regional planning surveys

ON APRIL 22, the 'Tees-side Survey and Plan, Vol. I: Policies and Proposals' was published. The survey estimates that some 53,000 new jobs will be needed in manufacturing industry and 22,000 of these will have to be located on new sites chosen in relation to new centres of population growth. Copies can be obtained from HMSO, price £3 10s.

A report by the South-West Economic Planning Council, following a special study of the Plymouth area including the Devonport dockyard, was published on April 24.

Take 4

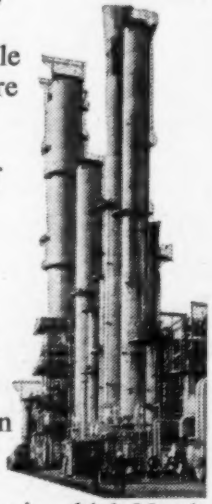
Four will do. (There are more, of course.) For a start—the Isaac Newton telescope. Europe's largest. Built by Grubb Parsons at Newcastle for the Royal Observatory . . . because only Grubb Parson could do it. The Americans eagerly copied its unique air-floated mirror.



Next, Plain Jane, the ship that owners are clamouring for. Built by Austin and Pickersgill on Wearside to their own specifications to replace wartime Liberty ships. She's unique in many ways, and the shipbuilders' inventiveness is paying off handsomely.

Then there's food from gas. To quote ICI Billingham, 'they have the multi-disciplinary teams of scientists, engineers and biologists necessary to solve the problems involved'. So you can put your shirt on the food-from-gas technique being another North East 'first.' (Cattle food, by the way.) Such a technique would immeasurably ease the world shortage of animal foodstuffs.

Finally, the North East is a realistic region. They've never asked for the moon. But they're going to get it—from the Americans. Pieces of moon to be brought back by the Apollo spacemen will go for analysis to the 21st century Paleo-magnetic laboratory, constructed specially for Newcastle University. The tools to be used are so sensitive that they could be affected by the magnetic field of the earth. Virtually every piece of equipment in the laboratory is shielded by copper wire coils patterned to cancel this effect. Nothing capable of becoming magnetised has been used in the construction of the building itself and many of the experiments will be carried out after dark when the earth's magnetic field is reduced by absence of the sun.



. . . just four examples of the ways in which North East England is meeting the challenges created by international science and technology . . . all indications of the spirit of enterprise and efficiency that is, as much as government grants and excellent labour potential and unrivalled living conditions, attracting the attention of industrialists everywhere.

Get the *full* facts about the North East now. Post the coupon for details of grants, sites, available labour, housing amenities, and for information regarding the experience of industries that have already selected this area for expansion.

Visit the NEDC London Exhibition

See the story of the dynamic North East in models and pictures at the Royal Exchange, London, from 19 to 23 May.

To Fred M. Dawson, O.B.E., Director, The North East Development Council, 20 Collingwood Street, Newcastle upon Tyne, NE1 1JT. Tel: 610026:
Please send information as described.

Name.....

Address.....

.....

Company or position held .....

BTJ ..... NEDC 35

The North East Development Council represents the following planning authorities: Darlington, Durham, Gateshead, Hartlepool, Newcastle upon Tyne, North Riding of Yorkshire, Northumberland, South Shields, Sunderland, Teesside and Tynemouth.

North East England NE Bright with Ideas

Publication of Hunt report on intermediate areas

THE REPORT of the Hunt Committee, dealing with the economic problems of areas outside the development areas, was published on April 24. Copies can be obtained from the Government Bookshops in London (post order to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller, price 26s. (post free 28s.).

A summary of recommendations will be published in next week's issue of the *Board of Trade Journal*.

Shildon advance factory taken over

SUPATEX YARNS LIMITED have taken over a 58,000 sq. ft. Board of Trade factory on the Shildon Industrial Estate. Supatex Yarns Limited will be engaged in the throwing and crimping of nylon and terylene filament yarns for supply to the hosiery trade. Emphasis will be on high quality yarns for specialized markets.

When the factory is fully operational 120 men and 30 women should be employed.

The announcement was made jointly on April 16, by The English Industrial Estates Corporation and Supatex Yarns Limited.

The Trade Marks (Amendment) Rules 1969

THE TRADE MARKS (AMENDMENT) Rules 1969, which were published on April 16, 1969, increase the fees due on and after June 21 in respect of applications, registrations, renewals and other trade mark matters. Renewal fees paid in respect of trade mark registrations which expire after June 20, 1969, are increased as from April 21, 1969.

Copies of the new Rules (SI 1969/522) may be obtained from the Patent Office Sales Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 9d., or by post from HMSO, PO Box 569, London, S.E.1, price 2s. 1d.

The Designs (Amendment) Rules 1969

THE DESIGNS (AMENDMENT) Rules 1969, which were published on April 14, 1969, increase the fees due, on or after June 21, 1969, in respect of applications (excluding those in respect of lace articles), renewals of design registrations and other designs matters. The fees for applying to register textile designs (excluding checks or stripes) are also increased to bring them into line with other design registration fees. Renewal fees paid in respect of design registrations which expire after June 20, 1969, are increased as from April 15, 1969.

Copies of the new Rules (SI 1969/481) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9d., or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 1d.

The Patents (Amendment) Rules 1969

THE PATENTS (AMENDMENT) Rules 1969, which were published on April 14, 1969, increase the amounts payable in respect of certain renewal and other patent fees due on or after June 21, 1969, but exclude application fees. Renewal fees paid in respect of patents which expire after June 20, 1969, are increased as from April 15, 1969.

Copies of the new Rules (SI 1969/482) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 3d., or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 7d.

Patents endorsed 'Licences of Rights'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	March 27, 1969	
905,774	Standard Telephones &Cables Ltd.	Electrical waveguide arrangements.
967,533	Standard Telephones & Cables Ltd.	Arrangement for the correct reception of binary-coded information items'
991,992	Standard Telephones & Cables Ltd.	Electrical waveguide arrangement.
1,006,317	Argus Chemical Corporation	Curing polyepoxides and phenolic ester modifying agents therefor.
1,037,207	Proabd S.A.	Process for extracting anthracene and Carbazol from crude antracene oils of coal tars.
	March 28, 1969	
916,268	Standard Telephones & Cables Ltd.	Co-axial type cables and methods of manufacture thereof.
921,367	Standard Telephones & Cables Ltd.	Semi-conductor device and method of manufacture.
924,055	Standard Telephones & Cables Ltd.	Magnetic pot-core assemblies.
937,106	Standard Telephones & Cables Ltd.	Signal receiving system.
949,629	Standard Telephones & Cables Ltd.	Telephone apparatus.
966,002	Standard Telephones & Cables Ltd.	Electrical indicator circuit.
970,600	Standard Telephones & Cables Ltd.	Improvements in crossbar switches.
974,495	Standard Telephones & Cables Ltd.	Frequency – modulated approach beacon (localizer).
983,399	Standard Telephones & Cables Ltd.	Waveform generator.
991,392	Societe Alcatel and Commissariat A.L. Energie Atomique	Process for hot working of metals.
998,041	Standard Telephones & Cables Ltd.	Relaxation oscillato; employing impulse synchronization.
1,015,532	Standard Telephones & Cables Ltd.	Semi-conductor devices.
1,026,396	Standard Telephones & Cables Ltd.	Linear amplifier with high efficiency.
1,027,760	Laboratoires Laroche Navarron	A therapeutic composition having natriuretic properties and containing an association of flavones.
1,029,050	Laboratoires Laroche Navarron	New flavone and the process of preparation and application thereof.
1,043,450	Standard Telephones & Cables Ltd.	Waveform generator.
1,066,081	Albert Marcel Cyprien Alexandre	Elastic fabrics comprising composite yarns.
	April 1, 1969	
874,380	Standard Telephones & Cables Ltd.	Multi-frequency signalling receivers.
952,835	Standard Telephones & Cables Ltd.	Phase and frequency comparator.
1,000,105	Conveyancer Fork Trucks Limited	Industrial trucks.
1,112,021	Gevaert Photo-Producten N.V.	Polycarbonates with increased crystallizability.
1,112,422	Gevaert Photo-Producten N.V.	Increased crystallizability of polycarbonates.
	April 2, 1969	
884,348	Standard Telephones & Cables Ltd.	Dielectric materials and methods for their manufacture.
1,050,399	Alfred Pitner and Nadella Societe Anonyme	Combined radial and thrust roller bearings.
	April 9, 1969	
769,862	Regie Nationale des Usines Renault	Device for the automatic control of gearboxes.
799,196	Regie Nationale des Usines Renault	An automatic control device for gearboxes.
866,192	Conveyancer Fork Trucks Limited	Industrial fork lift trucks.
885,736	Regie Nationale des Usines Renault	Control arrangements for power transmission systems.
885,737	Regie Nationale des Usines Renault	Control arrangements for power transmission systems.
984,613	Societe Alsacienne de Constructions Atomiques de Telecommunications et d'Electronique 'Alcatel'	High precision grinding devices.
985,391	Regie Nationale des Usines Renault	Fastening for vehicle bonnet.
1,002,233	Lihnell Vagn A.B.	Coupling for trailers more particularly trailers provided with driving wheels.
1,004,993	Groupement Atomique Alsacienne Atlantique (G.A.A.A.)	Electrical conductor.
1,006,236	Regie Nationale des Usines Renault	Spare wheel carriers.
1,007,388	Fiat Societa per Azioni	Cooling arrangement of the sealed type for liquid-cooled internal combustion engines more particularly on motor vehicles.
1,015,575	Karl Tage Nordstrom and Rosa Aurora Nordstrom	An arrangement for producing an annular laminar air curtain.
1,016,064	Brown, Boveri & Company Limited	Electrical tap changing device.
1,038,772	Maschinenfabrik Moenus Aktiengesellschaft	Adhesive tape apparatus.
1,068,182	Agfa Aktiengesellschaft	Photographic materials containing organic monohydrazone compounds.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office,

Visits by British overseas commercial representatives during the period to July 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

ANGOLA (Luanda)	F. E. B. IDE, Consul	June (in London only)	In present post since 1968
COLOMBIA (Bogota)	F. CULVER, Second Secretary (Commercial)	July	In present post since 1967
GREECE (Athens)	S. Y. DAWBARN, Counsellor (Commercial)	July	In present post since 1967
INDIA (New Delhi)*	B. O. VALENTINE, Second Secretary (Commercial)	June/July	In present post since 1967

* Firms applying for an interview should first ascertain that there is provision under the current Indian Import Licensing Policy for the import of commodities in which they are interested. Inquiries should be addressed to Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757), or, to the local Regional Office.

JAMAICA (Kingston)	L. REID, First Secretary (Commercial)	July/August	In present post since 1968
MALAYSIA (Kuala Lumpur)	M. E. FROST, Commercial Officer	July/August	In present post since 1967
SUDAN (Khartoum)	E. PATTERSON, Second Secretary (Commercial)	July	In present post since 1967
TRINIDAD (Port of Spain)	C. A. THOMPSON, Counsellor (Commercial)	July	In present post since 1967
UNITED STATES (Chicago)	P. DONOVAN, Consul (Commercial)	June/July	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Officers, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17, 1969.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives, can very often supply advice or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

British commercial representatives overseas: amendments

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on March 14, 1969 should be further amended as follows:

CANADA – TORONTO. *Delete* 'Mr. G. H. S. Jackson, CMG'.
Substitute 'Mr. R. McC. Samples'.

FRANCE – LILLE. *Delete* 'Mr. J. K. Blackwell, CBE'.
Substitute 'Mr. S. M. Black'.

NETHERLANDS – AMSTERDAM. *Delete* 'Mr. R. G. Dundas'.
Substitute 'Mr. R. T. Landale'.

NIGERIA – LAGOS. *Delete* 'Mr. L. P. F. L'Estrange'.
Substitute 'Mr. L. F. Hope, OBE'.

SWEDEN – STOCKHOLM. *Amend* telex answer back to '1340 Britemb S'.

TAIWAN – *Delete* 'Mr. R. Brereton'.
Substitute 'Mr. J. A. Featherstone'.

UNITED STATES – BOSTON. *Add* '(Telex 20660-946412 a/b Britain BSN)'.

Dealers in Securities

THE BOARD OF TRADE has published 'Particulars of Dealers in Securities and of Unit Trusts 1969' under the Prevention of Fraud (Investments) Act 1958. Copies can be obtained from HMSO, price 6s. 6d.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Aviation and Shipping

Congratulatory telegrams on hand-over of Queen Elizabeth 2

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, sent telegrams of congratulation on April 18 following the hand-over of 'Queen Elizabeth 2' by Upper Clyde Shipbuilders to the Cunard Steam-Ship Company Limited. They were sent to Sir Basil Smallpeice, chairman, Cunard Steam-Ship Company Limited, and Mr. Anthony Hepper, chairman, Upper Clyde Shipbuilders. The text was as follows:

> 'I congratulate both Cunard and Upper Clyde Shipbuilders on the delivery today of the "Queen Elizabeth 2". All those concerned can be proud of the skill which went into her design and construction. She has won through many trials, and I look forward to her proving a triumph of British technology and engineering.'

Her Majesty the Queen, accompanied by HRH Prince Philip, officially opened the new £11 million Terminal One building at London's Heathrow Airport on April 17. When the Terminus becomes fully operational on May 7 it will be the largest airport terminal in Europe. In the picture the Queen and Prince Philip have details of the automated airline check-in system explained to them by Mr. J. Everleigh of British European Airways.

Increase in aerodrome navigation service charges

THE BOARD OF TRADE have made Regulations under Section 4 of the Civil Aviation (Eurocontrol) Act 1962 increasing as from May 1, the standard rate of charge for the navigation services which the Board provides at a number of aerodromes from 3s. to 4s. 6d. per 1,000 lbs. of maximum total authorized aircraft weight.

The new charges will apply at the following aerodromes: Liverpool, Manchester, Birmingham, Glasgow, Glamorgan, Aberdeen, Edinburgh, Belfast and Bournemouth.

The purpose of this increase is to reduce the amount of the annual deficit which is incurred in the provision of these services. The deficit in the financial year just ended was about £1.9 million. Even allowing for the increase in the charge, the deficit this year is expected to be about £1.3 million.

Notes:

The National Air Traffic Control Services of the Board of Trade provide navigational services to airline operators which are broadly divisible into (a) en route navigational facilities and (b) aerodrome navigational services at the British Airports Authority airports, some municipal airports and at all Board of Trade airports.

En route navigational facilities are at present provided free of charge at a cost amounting last year to about £12 million. Charges for aerodrome navigational services were introduced in November 1964 at the rate of 3s. per 1,000 lbs. of maximum total authorised aircraft weight.

No charges are made in respect of landings at the eight airports in the Scottish Highlands and Islands.

The charge for international flights is subject to a surcharge of 12½ per cent. which was introduced on April 1, 1968 to restore the pre-devaluation position.

Air Corporations Bill

THE MAIN PURPOSE of the Air Corporations Bill, published on April 16, is to implement the Government's pledge of August 2, 1966 following the decision that BEA should re-equip with British aircraft which would be smaller and available later than American types, to 'take steps to ensure that BEA is able to operate as a fully commercial undertaking with the fleet it requires.'

The chief features of the scheme, which was announced by the President of the Board of Trade in his statement to the House of Commons on July 10, 1968 are summarized below:

(i) A special non-interest bearing account is to be created by conversion of £25 million of BEA's capital borrowings outstanding at April 1, 1968.

(ii) BEA's revenue accounts over the four years to 1971/72 are to be credited with transfers from the special account in instalments as predetermined by the Government.

(iii) In case further assistance should be needed, the scheme provides for the possibility of creating a further special account of up to £12½ million by similar conversion of BEA's borrowings at April 1, 1972. Transfers from this special account would support BEA's revenue accounts over the three years ended 1974/75.

(iv) The possibility of introducing public dividend capital for BEA is provided for on or after April 1, 1972. This will depend on BEA's financial prospects after that date and the outcome of the experiment with BOAC.

Consequential on these measures, the Government are taking power to require BEA as from April 1, 1972 to surrender any sums in BEA's reserves which appear surplus to the Corporation's requirements; or to convert such sums to interest-bearing loan capital. This will allow some recompense to the Government if BEA's later fortunes permit.

The Air Corporations Act, 1968, conferred power in BEA to borrow from the Government to finance any deficit on revenue account of up to £10 million accumulated by March 1970. In consequence of the assistance provided by the Bill, this power, which was precautionary and has not in fact been used, will be repealed. BEA's borrowing limits will be reduced by the same amount.

The opportunity of this legislation is being taken to bring the Air Corporation's into line with other nationalized industries by empowering the Board of Trade to require members of their Boards to disclose financial or other interest likely to affect their functions as Board members. This will provide a statutory backing for a practice the Board of Trade have been observing informally.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*

Board of Trade agree lower tariff for air tours to Norway

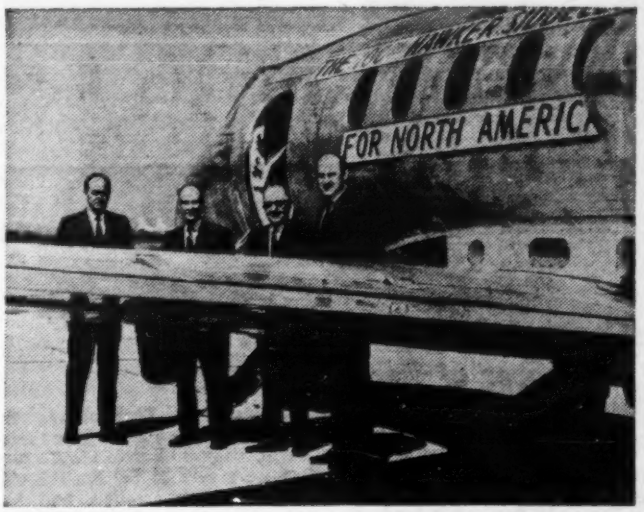
THE BOARD OF TRADE have given their decision on an appeal by Autair International Airways Ltd. against a decision by the Air Transport Licensing Board on the minimum price to be charged this summer for a six-day holiday in Norway, marketed by Clarksons Tours Ltd.

In licensing the carriage of these tours the Air Transport Licensing Board made it a condition of the licence that the all-in price for the holiday should not be lower than the comparable return air fare by scheduled services ('Provision I'). Clarksons had wished to charge 34 guineas, which corresponded closely to the prices which they had improperly been charging in previous years. The effect of Provision I would have been to oblige Clarksons either to reschedule the flights from day to night, or to increase the price of the holiday by about £20. They represented to the Board of Trade's Appeal Commissioner that permission to charge 34 guineas would not involve any diversion from scheduled services, while the rejection of the appeal would put the whole programme at risk.

The report of the Appeal Commissioner reached the Board of Trade only three weeks before the first tours which would have been affected were due to start (on May 1). They dealt with the case swiftly in order to minimize inconvenience to the holidaymakers concerned.

The Board of Trade have agreed that the price of 34 guineas may stand. In reaching their decision, the Board of Trade have taken account of the fact that a rescheduling to night flights would cause considerable inconvenience to the holidaymakers, including passengers on other tours whose flights might be affected. In the circumstances of this particular case, the continuation of the programme at the price now authorized seemed unlikely to have an adverse effect on scheduled services. In order further to minimize this risk, the Board of Trade have, on the recommendation of the Appeal Commissioner, made it a condition that all passengers on the tour should give a prior undertaking to participate in the arrangements made by the tour operator.

The Board of Trade are currently considering a series of tariff appeals (the Test Cases) raising general points of principle on the question of tariff control of inclusive tours. The decision they have given on Clarksons' Norwegian tours is entirely independent of, and without prejudice to, the decisions to be given on these cases.



The 100th Hawker Siddeley 125 business jet sold in North America has been accepted by Scovill Manufacturing Company, of Waterbury, Connecticut. The handover of the aircraft, an HS 125 Series 400, was made at the Wilmington, Delaware, facility of Atlantic Aviation, a United States distributor for the HS 125, where it is being fitted with avionics and interior furnishings. Mr. Arthur M. Rogers, Scovill director of traffic, pictured third from left, said the aircraft had been selected for its superior short field performance – many of Scovill's plants are in cities with small airports. Seen with Mr. Rogers are (left to right): E. Hobday, Atlantic Aviation sales; B. Boland, Scovill pilot; and P. A. Hatswell, marketing and services manager, Hawker Siddeley International Inc.

Parliamentary answers on aviation and shipping

WEDNESDAY, APRIL 16

Airbus

In answer to requests for information on present policy regarding Government support for either the A300B airbus or the British Aircraft Corporation 3-11, Mr. Anthony Wedgwood Benn, Minister of Technology, said 'Ministers concerned with the A300B Airbus project met last Thursday to discuss the economic and commercial prospects and the terms of the financial assistance requested by the firms. I had to make it clear that HM Government were not yet satisfied with all aspects of the project, particularly with the market and economic prospects, development costs and recovery, and the lack of a firm commitment to a European engine. The French and German Governments are, however, satisfied with the general outline of the present proposals and for the time being will pursue the project on a bilateral basis, while keeping us fully informed.

'The British Aircraft Corporation has kept me informed of the progress of its work on the BAC 3-11 but has not yet submitted a final proposal for Government participation.'

Holland-Martin report on trawling industry

'I hope to receive the final report of the Holland-Martin Committee at about the end of this month and to publish it shortly after,' said Mr. Anthony Crosland, President of the Board of Trade, in answer to a question.

Luton Airport

A Member suggested that it should be made a condition of designating Luton Airport that the consultative committee should include representatives of the Luton and Dunstable Chamber of Commerce, Luton Trades Council, Luton and District Chamber of Trade, local travel agents and other airport users. Mr. William Rodgers, Minister of State, Board of Trade, said the power of the Board of Trade under section 8 of the Civil Aviation Act 1968 was limited to designating aerodromes for the purposes of the section. The Board had no power to impose conditions on the person managing the aerodrome about how he was to provide facilities for consultation or to give him directions about the provision of such facilities.

THURSDAY, APRIL 17

Third London airport

Asked whether HM Government had given any advice to the Roskil Commission on the size of the area required for the third London airport, Lord Beswick said: 'The Commission were required to consider the site for a four-runway airport. The Government have made available to the Commission advice on the air traffic control factors which would be likely to affect the size of the area required. The Commission have also received advice from the British Airports Authority about possible runway layouts and other relevant matters affecting the area required. In estimating the likely airport area for the purpose of the local inquiries, the Commission will have taken these matters into account.'

FRIDAY, APRIL 18

The President was asked what plans he had for the disposal of buildings on the old Renfrew Airport site; and what stage these plans had reached. In reply Mr. Rodgers said: 'In line with local wishes, we sought to sell the terminal buildings for use for communal purposes but this has not proved possible and the buildings are now on offer to the local authorities. The other buildings at present in industrial use are also on offer to the local authorities who are considering whether to seek the re-zoning of the area for residential purposes.'

Aircraft noise level

Asked if he would consider the restriction of the noise level of internal short distance flights to a lower level of sound in view of public anxiety and the fact that the present level often caused discomfort and loss of amenity to the public over which the aircraft passed, Mr. Rodgers said that aircraft on short distance flights were normally quieter than others and while fully appreciating the sort of considerations in mind they saw no need for special noise restrictions on them.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, APRIL 15

Import deposit scheme

Lord Brown, Minister of State, Board of Trade, was asked whether in view of the failure of the import levy scheme to produce the desired results, the Government would now consider imposing import quotas on unnecessary manufactured goods and luxury goods generally. Lord Brown answered that he did not agree that the import deposit scheme had failed to produce the desired results. 'While it is true that we cannot put a figure on the effect of the scheme,' he said, 'we believe that it is achieving its purpose, which was to produce a marginal but nevertheless significant effect on imports and thus accelerate usefully the improvement in our balance of payments. HM Government do not believe that import quotas, whether general in coverage or applied as the noble Lord suggets, to "unnecessary manufactured goods and luxury goods" are desirable.'

Special development areas

Mr. Edmund Dell, Minister of State, Board of Trade, was asked to what extent a colliery closure had been the main criterion for the designation of a special development area. He replied that the existence or prospect of high levels of unemployment resulting from colliery closures had always been the main criterion for the designation of special development areas.

WEDNESDAY, APRIL 16

Scottish marine engine exports

Answering a question on the value of marine engines exported by Scottish firms in the last annual period for which figures were available, Mr. Dell said trade figures were compiled only for the United Kingdom as a whole. The full range of services given or sponsored by Government to assist exports was available to Scottish firms.

Exports to Middle East

Questions were asked on the volume of British exports to Israel and on the volume of British exports to Egypt, Jordan, Iraq, Syria and Iran in the years 1964, 1965, 1966, 1967 and 1968, respectively. Mr. Dell said exports to these countries were given in the December issues of the Overseas Trade Accounts, on pages 282 and 288 for the years 1965 to 1967, and pages 283 and 289 for 1968.

Legislation on guarantees

Mr. Dell, asked to introduce legislation to nullify guarantees which restrict the statutory rights of consumers, said: 'We intend to await the first report of the Law Commissions on exclusion clauses, which is expected shortly. This report will deal, among other things, with the exclusion by means of guarantees of statutory rights under the Sale of Goods Act.'

Report of the Textile Council

An inquiry was made on proposed action on the report of the Textile Council on the productivity of the textile industry. Mr. Dell said 'The Textile Council have made a number of far-reaching proposals to increase the productivity and efficiency of the cotton textile industry and we shall be discussing these with them at an early date.'

Trade with Argentina

A Member asked what was the value of exports of stud cattle and horses to the Republic of Argentina during each of the last five years. Mr. Dell replied: 'Exports of bulls and bull calves for breeding were:

£'000 f.o.b.				
1964	1965	1966	1967	1968
100	140	120	63	21

Separate figures for stud horses are not available.'

Answering a further question, on negotiations to improve Anglo-Argentinian trade, Mr. Dell said discussions with the Argentine authorities on trade matters took place whenever occasion arose.

Petrochemical project at Invergordon

Mr. Dell was asked to give a breakdown of the estimated total cost to public funds of £176,000 per job created at Grampion Chemicals' petrochemical project at Invergordon, as between investment grant, the Board of Trade Advisory Committee grant and loan, and other assistance from public funds. He replied that investment grant would be available under the normal rules on plant and machinery; and any application for grant or loan assistance under the Local Employment Acts would be considered against the normal criteria. It was not, however, practice to reveal details of assistance to individual firms.

Investment grants to firms in Aberdeen

Stating that Aberdeen is geographically favourably situated to export machinery and other goods made there, a Member asked Mr. Dell if he would take steps to increase and expedite Government grants to Aberdeen firms who applied for them in order to increase these firms' export trade. Mr. Dell said firms in Aberdeen were eligible for investment grant at the development area rate and might be considered for grants under the Local Employment Acts for projects which would provide employment. 'Increased grants would not, in our view, be justified,' he said. 'If my hon. and learned Friend knows of any case where the payment of grant has been delayed I will, of course, investigate it.'

Office development (control)

Mr. Dell spoke during the debate on the Control of Office Development (Exemption Limit) Order, 1969. (SI 1969, No. 174). (*Hansard*, Cols. 1281 to 1288).

THURSDAY, APRIL 17

Exports to Scandinavia

Asked if he had completed his plans for improving export trade between Aberdeen and Scandinavia; Mr. Dell said: 'Firms in Aberdeen wishing to export to Scandinavia are eligible for the wide range of export services offered by the Board of Trade and the Export Council for Europe. These facilities have recently been expanded in scope and interested firms can obtain details from the Board of Trade.

'British exports to Scandinavia in 1968 increased by over 10 per cent compared with 1967, and for the first two months of this year exports have increased by over 12 per cent compared with the same period last year.'

Census of Production reports

The President was asked when he expected to have completed publication of all the reports of the 1963 Census of Production, the first reports of which appeared in December 1967; and whether he would list the trades on which the 1963 reports had yet to appear, giving the figures by regions and details of the distribution of firms by size. In reply Mr. Dell said that to date, 101 separate industry reports of the 1963 Census of Production had been published. The remaining 27 industry reports would be published at intervals between now and the middle of this year. The industry reports, which included analyses by size of enterprise within the industry, would be followed by three volumes of summary information which would provide, *inter alia*, analyses by region. It was expected that these volumes would be published by the end of 1969. A list of the 27 industry reports are published in *Hansard*.

Customs Duties (Dumping and Subsidies) Bill

The Customs Duties (Dumping and Subsidies) Bill was passed in the House of Lords and sent to the Commons. (*Hansard*, col. 193.)

FRIDAY, APRIL 18

Export stimulation in South West

The President was asked what additional measures he intended taking to stimulate the export efforts and the foreign currency saving potential of industries in the South West. In reply Mr. Dell said that the government were taking a wide range of measures to encourage exports and import saving. These measures applied to industries in the South West, part of which was also eligible for development area benefits.

Hotel industry and SET

In reply to a questioner who asked what was his estimate of the cost of the proposed increase in selective employment tax to the hotel industry; and what would be the cost to the industry in a full year of the tax at the proposed higher rate, Mr. William Rodgers, Minister of State, Board of Trade, said: 'It is estimated that the increases proposed from July 7 in the rates of Selective Employment Tax will add about £8 million making the net cost to the hotel and catering industry as a whole about £35 to £36 million in a full year. Separate figures for hotels only are not available.'

Advertisement of Company Meeting

LEGAL AND GENERAL

ASSURANCE SOCIETY LIMITED

IN HIS STATEMENT to shareholders, the Chairman, Viscount Harcourt, said that results during 1968, both at home and overseas, had been satisfactory and progress was being well maintained.

He reported the appointment of the Society's chief executive, Mr. Patrick Cahill, to the Board, who had rendered valuable service to the Society since he became General Manager in 1958 and expressed his warmest thanks to members of the Society's Overseas and United Kingdom Advisory Boards.

Lord Harcourt referred to the reorganization of the Society's senior management under which operations had been split into four divisions of Operations, Planning, Administration and Investment, each under a General Manager, with the Actuary's special responsibilities in relation to life, pension and other long-term business being in parallel with these appointments.

He stated that new life sums assured (net of reassurances) totalled £563 million compared with £512 million in 1967 while the gross rate of interest increased from £6 10s. per cent to £6 14s. per cent. The recent White Paper on the National Insurance Scheme would have an impact on the Society's pension business but the contribution made by the life offices appeared to be appreciated.

Dealing with non-life business the chairman said that fire business was profitable in 1968 both at home and overseas but that heavier motor claims had been experienced. Other classes of accident business produced satisfactory results, however, resulting in an overall profit of £308,478 from the consolidated fire and accident account. Marine business resulted in a loss for 1965 of £371,312, for which substantial provision had already been made.

The total assets of the Society at December 31, 1968 amounted to £994 million, having increased during the year by £97 million. On the occasion of the triennial valuation £10,500,000 being part of the capital appreciation in the life and other long-term funds had been brought into account. The valuation of the life and other long-term funds disclosed surpluses totalling £52,990,780. This figure included the balance of the £10,500,000 referred to above after making appropriate provision for the contingent tax liability.

Lord Harcourt said that in deciding how to allocate the surpluses the first consideration was the overall adequacy of the Society's reserves. The sum of £38,436,565 had been allocated to provide bonuses for with-profit policyholders and £5,131,954 carried forward in the life and annuity fund leaving a balance of £9,200,000 available for transfer to the profit and loss account from the life and other long-term funds.

The chairman observed that variations in the level of bonuses between different classes of policy and countries was necessary to maintain equitable treatment in the distribution of profits. He recalled the introduction of 'Special Bonuses' for the triennium ended December 31, 1965 and said that in the present declaration 'Capital Growth Bonuses' had been introduced which, like the special bonuses, derived from capital appreciation on investments.

Lord Harcourt announced that future valuations would take place annually and that the next valuation would accordingly take place as at December 31, 1969.

He stated that credits to the profit and loss account totalled £10,969,578. In recommending the final dividend for 1968 the directors had to comply with the Government's dividend restraint policy and that the final dividend for 1968 amounting to 7.2747 pence per share making a total for 1968 of 13.2747 pence per share was the maximum agreed to by the Treasury. The re-introduction of with-profits business in 1954 would mean a reducing proportion of surpluses disclosed at future valuations available for dividends but that, given the transaction of a substantial and well-balanced volume of business the surpluses themselves should increase, with a corresponding benefit to shareholders.

Finally the Chairman thanked agents for their continuing support and the staff for their admirable service and enthusiasm.

New Books

Foreign Investments and International Law, by Georg Schwarzenberger. (260 pages. Stevens & Sons. £3 18s.) Problems of international investment and trade, both on a private and a governmental basis, are discussed here by the Professor of International Law in the University of London, who provides a guide synthesized from the attitudes and procedures of United Kingdom companies and from United Kingdom governmental practice. The book contains two main sections. The first examines the protection of overseas investments in the light of British practice, in particular with reference to post-1945 British treaty practice. Two chapters provide an evaluation of this treaty programme by applying to two cases (the Anglo-Iranian oil dispute and the nationalization of the Suez Canal Company) the test of the relevance of the governing treaties, and by sketching some of the more recent challenges to the safety of British overseas investments. Part two deals with the protection of foreign investments on a multilateral basis, with chapters on the Abs-Shawcross Draft Convention on investments abroad, the International Bank for Reconstruction and Development Convention on the Settlement of Investment Disputes, the OECD Draft Convention of 1967 on the protection of foreign property and the proposed International Investment Insurance Agency. The concluding chapter examines the choices before investors between the various forms of protection available to them. The book is completed by a selected bibliography and author and subject indexes. It will be of value to students of international economic law, those responsible for investment decisons, and to anyone who needs a guide to the conventions aimed at safeguarding the risks besetting property abroad. The volume is published as no. 68 in the *Library of World Affairs.*

Tanzania Today: A Portrait of the United Republic. (316 pages. University Press of Africa. Bank House, Government Road. P.O. Box 3981, Nairobi, Kenya. £2 10s.) Businessmen interested in doing business in Tanzania will find this publication a useful guide. *Tanzania Today* is divided into four sections which give information on the geography, history and development, agriculture, industry, and tourism of Tanzania; a fifth section contains information of a general nature on Zanzibar and Pemba. In each section, every aspect of life in the country is defined and explored, ranging from climate to the five-year-plan, from minerals to consumer goods, from the co-operative movement to labour laws. A number of useful appendices are included, the most important of which give statistical information on trade, industry, marketed production of crops, and list the ministries, diplomatic and trade missions in Tanzania.

Plastics Markets, the Republic of Ireland. (51 pages. Industrial Export Surveys, 108 Horseferry Road, London SW1. £10). This is the second report in the *IES Market Monograph* Series (the first report, dealing with metal markets in Ireland, was reviewed in the *Board of Trade Journal,* April 19, 1968, page 1219) and covers export opportunities in the Republic of Ireland for manufacturers of primary plastic materials. Besides a brief survey of supply and investment positions, this report attempts to give exporters full information on their potential customers, including the type and quantity of plastic materials they require and, where possible, the names of their current suppliers. The size and structure of the market for each type of plastic is described briefly, and information on prices, local production, demand and import statistics is given.

Regional Policy and the Motor Industry. Economic Development Committee for the Motor Manufacturing Industry. (7 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) Over the past few years the Government has made considerable efforts to attract industry into development areas by various administrative and financial measures. In view of the large expansion of the motor industry into development areas, the EDC for Motor Manufacturing, through its human resources working party, sent out a questionnaire to a number of vehicle and component manufacturers to assess the effect of regional development policy in persuading firms to invest in development areas, and the experience of firms which have done so, particularly in regard to productivity. This paper summarizes replies from 14 companies. It does not aim to judge the success of government policy of the effectiveness, in cost-benefit terms, of its expenditure in development areas. Regional policy is a complicated subject requiring much research. The paper looks at one aspect of it and is intended as a contribution to the understanding of regional policy as a whole. A detailed analysis of the replies is given in the appendix.

Industry and Foreign Exchange, by Paul Einzig. (11 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 5s.) One of the major problems facing companies engaged in exporting is the uncertainty which surrounds the foreign exchange markets of the world. The Industrial Educational and Research Foundation asked Dr. Paul Einzig, a well known writer on economics and monetary policy, to examine the major problems which face firms in their capacity as importers and exporters and to give some guide lines for the evolution of a company policy which will benefit not only the firms but also the national economy. Topics dealt with include exchange risks, speculation, cover, leads and lags, invoicing and inventory hedging. A final warning is given that firms should not allow themselves to come unduly under the influence of any of the foreign exchange theories used by economists to explain or forecast exchange trends.

London's New Towns: A Study of Self-Contained and Balanced Communities, by Ray Thomas. *PEP Broadsheet* 510. (106 pages. Available from Research Publications, 11 Nelson Road, London, SE10. 10s.; by post 10s. 9d.) The debate on the social and economic aspects of the new towns has been wide ranging. Those referred to in this study (Basildon, Bracknell, Crawley, Harlow, Hemel Hempstead, Stevenage and Welwyn Garden City) have been belittled because they have failed to check the growth of London. It is said that they have not made an adequate contribution to the solution of London's housing problems. The broadsheet suggests, however, that there should be an extension of new towns policy – moving out the work as well as the workers to shorten the average commuter journey. The towns have become steadily more self-contained and independent, they are very well balanced socially and have been successful within their own terms. The broadsheet takes as a case study the impact of the development of Basildon on its hinterland of Thames-side, Essex. It has helped to remedy a massive deficit of employment in the sub-region, and if London's third airport were sited at Foulness – a few miles to the east – the situation would change rapidly. Many inhabitants would have short journeys eastward to the airport instead of long journeys westward to work in London. The text is well supported by statistical evidence, much of it culled from the recently published 1966 census of population.

Marketing Today, by R. W. Chapman. (222 pages. International Textbook Company Limited, Intertext House, Parkgate Road, London SW11. £2 2s.) The growing importance of marketing as a field for academic study has led to the production of an increasing number of publications dealing with different aspects of the subject. The book noted here is a broad based introduction to the theory and practice of modern marketing. It should be of value to students studying for the Diploma in Management Studies, Institute of Marketing, and similar examinations, and to those who need to know more about marketing than their own immediate experience has provided. It is divided into four parts, Part 1 discusses marketing and the product; Part 2 the behavioural science approaches to marketing; Part 3 the tools of marketing (research, pricing, distribution, selling and advertising); and Part 4 managing the marketing function. The author has had many years practical experience in marketing and is now a lecturer at the School of Management Studies, St. Helens College of Technology.

Three more books have appeared in the *Penguin Modern Economics Series* of selected readings on central topics of economic thought and research. Each volume contains many important articles and extracts, introduced and edited by an authority on the subject. **Inflation,** edited by Professor R. J. Ball and P. M. Doyle, both of the London Graduate School of Business Studies, (392 pages. Penguin Books. 9s.), covers the Keynesian revolution, the monetary revival, demand and cost inflation and econometric aspects. **International Finance,** edited by Professor R. N. Cooper of Yale University (384 pages. 9s.) deals with adjustment under fixed and variable exchange rates, government policy and balance of payments adjustment, and international liquidity and international capital movements. The readings in **International Trade,** edited by Professor J. Bhagwati of the Massachusetts Institute of Technology (414 pages. 9s.) extend over general equilibrium analysis, the theory of comparative advantage, the gains from trade and optimal policies, tariff analysis, and the relations between trade, foreign investment and growth.

A History of the Cost of Living, by John Burnett. (365 pages. Penguin Books. 8s.) Most people think about changes in the cost of living strictly as they are personally affected. John Burnett has attempted to set the matter in a wider perspective by writing a history of the cost of living from the Middle Ages to the present day. Prices and their movements, it is clear, were as important to our ancestors as they are to every one of us today. The author outlines the important economic developments in the period covered by each chapter, and then discusses changes in prices, population, earnings and social structure. Assessing the cost of living as felt by different classes, he shows how each level of society derived money and spent it. The book contains statistical tables, a bibliography and a detailed subject index.

METEOROLOGICAL RADAR FOR AUSTRALIA

The controller's console of a Plessey Type WF44 meteorological radar. Twelve of these equipments, valued at nearly £900,000, have been ordered by the Australian Department of Supply for use by the Commonwealth Bureau of Meteorology, Melbourne. The equipment has been ordered through Electronic Industries Limited, Plessey Radar's Australian agents. This contract will bring to almost 50 the number of meteorological radars supplied by Plessey to Australia. Plessey's share of the market for meteorological radars throughout the world is over 60 per cent.

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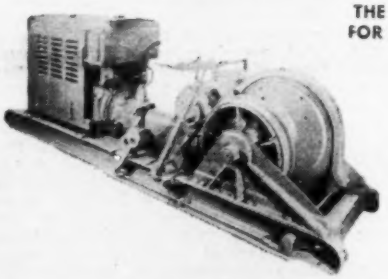

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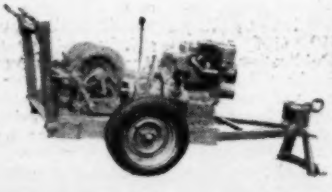

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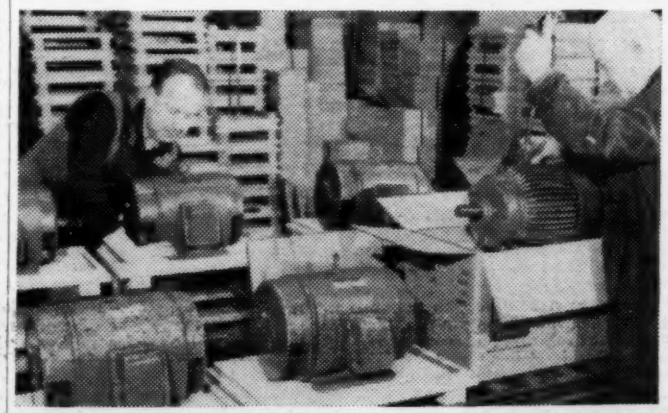

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69/B

Government surplus sales by auction

1969	Stores	Location	Auctioneers
April 29-May 2	Vehicles, plant and equipment . . .	Ordnance Storage and Disposals Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Limousines; saloon and estate cars; commercial and utility vans; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers; scrapers; graders; dumpers; hydraulic tippers; coaches; Land Rovers; motor cycles; plant and equipment and spares, etc.

May 6 . .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)

Broomwade compressors; tar and bitumen boilers and sprayers; concrete mixers; paint sprayers; air pump compressors; Dorman engine spares; steam crane locomotive; centrifugal pumps; loadmaster; rammers; winches; disc harrows; firefighting equipment; electrical, engineering, wireless and vehicle spares; electronic valves; timber; hurricane lamps; pick axe handles; planes; spanners; chisels; files; saws; soldering irons; twist drills; drilling pillars; spares for Lister CE and CD engines; photographic equipment; photocopying machines; galvanized wash tubs; wheelbarrows; small hand tools; paint; cobblers' materials; large quantities of clothing including khaki jackets; PT shorts; motor cyclists' coats, leggings and capes; white and khaki shirts; short drawers; socks; cloth, etc.; furniture; and large quantity miscellaneous equipment.

May 14 . .	Miscellaneous stores and equipment .	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Miscellaneous machinery including fork lift truck; petrol-driven water pump; mechanical aircraft handler (diesel-driven); oil-fired boiler; snowplough; electric motors; coke forge; generating set; radio equipment; electrical equipment; electronic valves; miscellaneous hand tools; binoculars; alarm clocks; tool kits; miscellaneous jacks and batteries; ambulance stretchers; wooden beds; steel bed springs; cabinets; fold flat and other chairs; chests of drawers; tables; ankle boots; ground sheets; canvas shoes; kitbags; towels; holdalls; khaki flannel shirts; gloves; jerseys; greatcoats; BD blouses and trousers; carpets; blankets; peaked caps; black waterproof cap covers; mixed rags; miscellaneous cutlery; large quantities miscellaneous stores and equipment.

May 20 . .	Miscellaneous stores	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH. (Tel. 053-2-20898.)

Miscellaneous electrical components and spares; motor transport spares including Austin towing vehicle spares and accessories; various engineering spares and tools; electronic valves; teleprinters; tower rotary sweeper; electric motors; alternators; large quantity army boots (unworn); steel piping and pipe fittings; machine cutting stencil ¾ in.; fire fighting equipment; greatcoats; BD trousers and blouses; shoes machine tools; mixed rags; and large assortment of general stores and equipment.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

BUILDING MATERIAL

Many tons of pipes and pipe fittings (normal domestic and commercial pattern) will be offered for sale at Ministry of Defence auction sale to be held at BARLOW, Yorks., on May 20, 1969. Catalogues, price 1s. 0d. (postal order only), will be available from about two weeks prior to the sale from the auctioneers Bartle & Son, 52 Merrion Street, Leeds, LS2 8JH.

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1969	Description of Goods	Location	Auctioneers
May 6 .	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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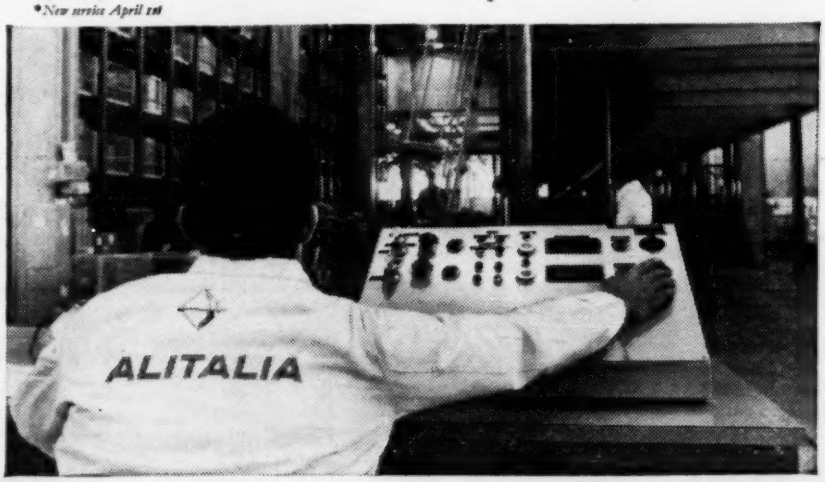

ALITALIA CARGO SYSTEM

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
Value in base year, £m.	26,796	—	21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series shown in £ million			
1963	100	119	100	100	100	..	100	100	100	100	100	+228	+123	+31	+57
1964	105	128	107	107	103	..	116	113	119	124	113	+665	+411	+91	+50
1965	108	132	115	114	105	..	121	124	118	127	119	+418	+262	+49	+45
1966	110	133	121	120	107	100	124	128	113	128	125	+247	+147	+19	+ 6
1967	111	133	125	126	109	101	132	124	121	138	143	+155	— 39	+10	+11
1968	114	139	133	134	112	104	137	125	134	147	143	+191	— 21	+71	+95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	+ 84	+ 26	— 2	+15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	+ 43	— 10	+ 1	+15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	— 40	— 25	—10	—21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	+ 68	— 30	+22	+ 2
1968															
1st quarter	114	137	131	134	115	106	137	120	131	145	149	— 68	—100	+ 6	+49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	+ 65	+ 24	+22	+ 1
3rd quarter	114	140	134	134	111	103	136	125	134	147	139	+ 42	+ 7	+10	+ 5
4th quarter	117	142	135	137	113	104	141	134	146	144	142	+152	+ 48	+33	+40
1968															
August		141				104									
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141*				105									
February		142*				101									

	ORDERS		PRICES AND COSTS				LABOUR			TRADE		
	Engineering industries: orders on hand (end of period)	Textiles and clothing industries: orders on hand (end of period)	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 5
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	168	155	—399
1968	143	129*	125·0	+4·7	120·5	112·4	187·3	543	189		206	190	—419
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 19
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—107
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 21
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,395	179	138	—290
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,362	203	181	—135
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	24,313	201	180	—134
3rd quarter	138	129	125·7	+5·6	119·3	112·8	187·6	580	182	24,293	209	196	— 73
4th quarter	143	129*	127·2	+5·6	120·4	113·1	190·8	533	210		212	200	— 77
1969													
1st quarter					122·2*	114·0*		499	206		211*	200*	
1968													
August	139	126	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	129	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	143	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January	146*	130*	129·1	+6·2	122·0	113·7	193·9	506	208		208	205	
February	146*	132*	129·8	+6·2	122·3*	114·0*	194·4	487	208		212	194	
March					122·4*	114·2*		504	203		211*	200*	

*Provisional. †Not seasonally adjusted.

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United Kingdom trade in March

An abbreviated version of this article was published in last week's Journal, *page* 1111.

Exports

EXPORTS IN MARCH were £543 million, seasonally adjusted. The average for the first quarter was £541 million compared with £544 million in the fourth quarter and £529 million in the third quarter of 1968. The pause in the growth in exports partly reflects the interruption in deliveries to the United States.

Exports to North America were £96 million in March, an increase of £18 million from the low February total. While this rise represents some recovery after the east coast dock strikes it is likely that the recovery is not yet complete, as exports to the United States were still £11 million below their average in the second half of last year.

Comparing the first quarter of 1969 with the fourth quarter of 1968 shipments to North America were lower by some 10 per cent compared with a sharp fall of 17 per cent in deliveries to the United States. Exports to Western Europe as a whole were virtually unchanged; there was an increase in deliveries to EFTA countries, but exports to the EEC fell slightly. The moderate upward trend in exports to the sterling area continued but exports to Latin America and to the Soviet Union and Eastern Europe were lower. Deliveries to the rest of the world rose by 10 per cent.

EXPORTS f.o.b.

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
July	505	493
August	539	511
September	541	529
October	530	537
November	565	545
December	536	544
1969		
January	557	552
February	524	539
March	543	541

The commodity pattern of trade was distorted by the fall in certain classes of goods exported to the United States. In the first quarter of 1969, machinery exports fell slightly but deliveries of road motor vehicles rose by 8 per cent. Exports of other transport equipment (mainly in the erratic category of ships and aircraft) fell by nearly 30 per cent. Exports of textiles and metal manufactures both increased by 2 per cent in the first quarter but clothing and footwear exports were 10 per cent lower. There was also a marked fall in exports of beverages and tobacco.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries for consignment.*

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 *Victoria Avenue, Southend-on-Sea (Tel. Southend* (0702) 49421, *Ext.* 316 *or Imports and Re-exports, Ext.* 314 *for Exports, Telex* 99112 *CUSEX Southend).*

Table 1A. United Kingdom trade

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1967	419	536	533	15	— 45
1968	515	658	646	18	— 57
1967 1st quarter	447	526	524	16	— 9
2nd quarter	427	530	525	15	— 37
3rd quarter	421	519	515	16	— 25
4th quarter	381	571	566	15	—108
1968 1st quarter	500	647	641	18	— 59
2nd quarter	486	642	633	17	— 76
3rd quarter	529	666	654	19	— 51
4th quarter	544	678	657	19	— 43
October	530	674	667	49	— 66
November	565	693	653	19	— 16
December	536	666	651	18	— 46
1969 January	557	666	648	20	— 12*
February	524‡	678	655	15	— 64*‡
March*	543	675	664	20	— 52*
1968 October-December	544	678	657	19	— 43
1969 January-March*	541	673	656	18	— 43*

†Excluding transactions relating to U.S. military aircraft financed by Exim Bank credit (See Notes).
*Provisional estimates. ‡Revised estimates.

Table 1B. Three monthly averages (a)

Seasonally adjusted values. £ million per month

1968 April	494	657	650	18	—79
May	489	656	648	17	—86
June	486	642	633	17	—76
July	493	649	640	17	—76
August	511	651	640	18	—58
September	529	666	654	19	—51
October	537	667	655	19	—43
November	545	676	656	19	—40
December	544	678	657	19	—43
1969 January	552	675	650	19	—25
February	539	670	651	18	—41
March	541	673	656	18	—43

(a) Average of month shown and two preceding months. (See note (c).)

Table 1C.

Recorded values. £ million per month.

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.
		Total	Excluding US military aircraft, etc.	
1967 1st quarter	444·8	536·5	535·4	15·4
2nd quarter	446·1	540·1	534·9	15·7
3rd quarter	395·0	507·8	504·1	14·7
4th quarter	390·4	560·3	555·9	15·9
1968 1st quarter	501·2	664·2	657·7	18·8
2nd quarter	503·0	645·6	637·1	17·0
3rd quarter	504·0	648·9	636·5	17·8
4th quarter	550·4	674·3	653·2	19·3
1969 1st quarter*	533·2	686·3	669·2	18·8
January	548·4	733·7	715·7	19·9
February	506·5‡	638·2	615·9	14·0
March*	545·0	686·9	675·8	22·5

*Provisional estimates. ‡Revised estimates.

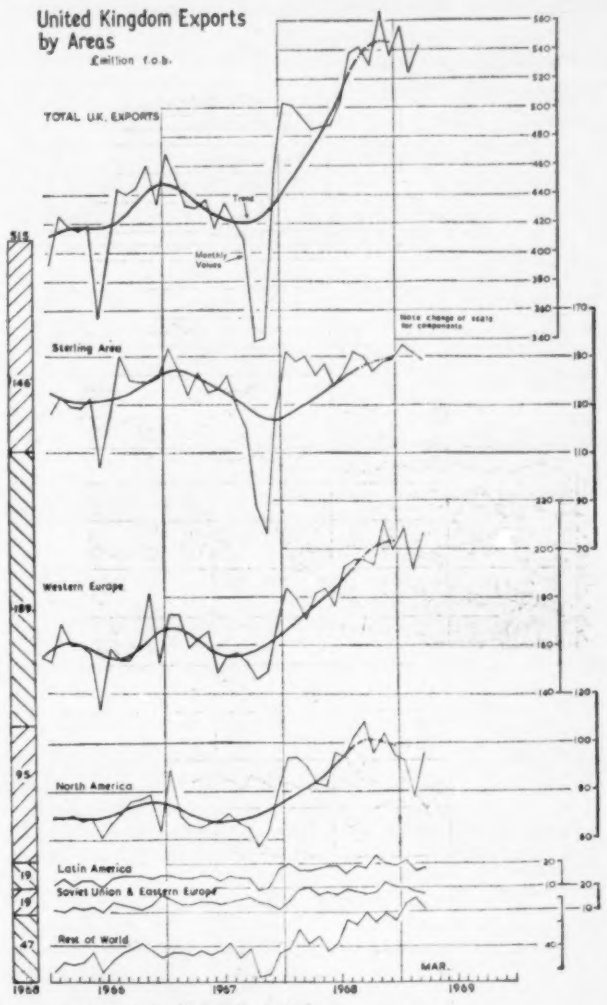

Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. Monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968 Year	515	146	189	100	71	95	19	19	47
1st qtr.	500	151	178	95	67	95	18	18	43
2nd qtr..	486	141	179	94	68	87	19	18	43
3rd qtr..	529	146	195	101	76	99	17	18	51
4th qtr..	544	147	203	109	75	98	21	20	52
1969 Jan.	557	155	209	109	81	93	21	20	58
Feb.	524	152	193	103	77	78	17	18	60
Mar.*	543	149	207	112	77	96	18	17	55
1968 4th qtr..	544	147	203	109	75	98	21	20	52
1969 1st qtr.*	541	152	203	108	78	89	18	18	58

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

(*Continued on next page*)

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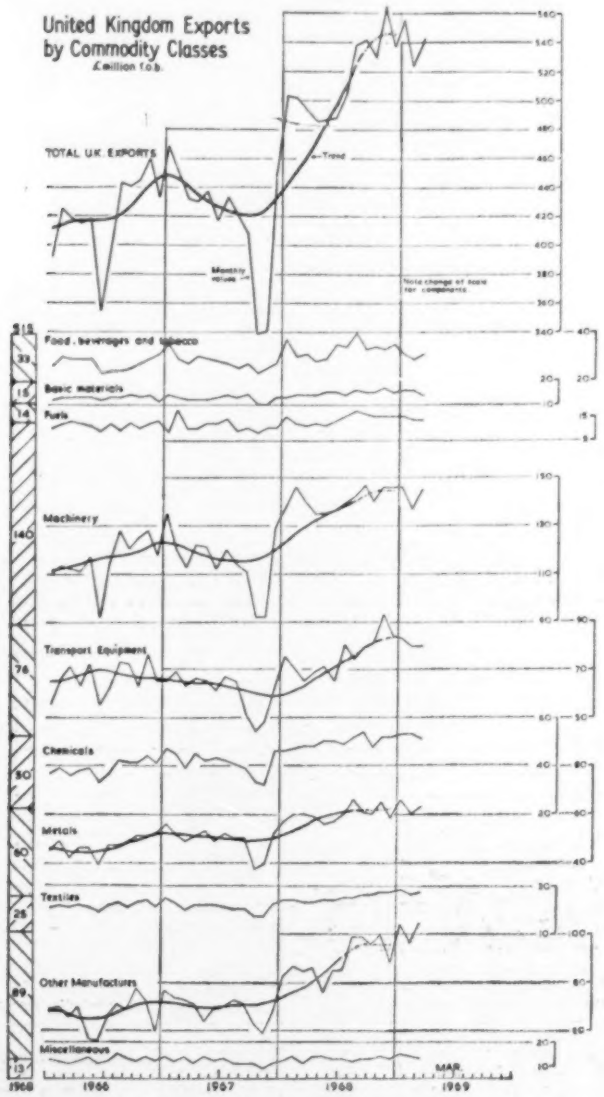
UNITED KINGDOM TRADE, *continued*



Imports

Imports in March were £664 million (seasonally adjusted and excluding United States military aircraft); including these aircraft the total was £675 million. The average for the first quarter of £656 million a month (excluding United States military aircraft) was much the same as the rate of £657 million in the last quarter of 1968. The three monthly averages show imports moving over the past six months within a narrow range about a level trend, despite continued growth in the United Kingdom economy.

The figure for March was affected by the ending of the dock strikes in the United States; imports from that source were £21 million higher than in February, but still below the average rate in the second half of 1968, which probably included some early deliveries in anticipation of the strikes. The total was also affected by above average arrivals of silver and precious stones and a fall in arrivals of ships and aircraft.

IMPORTS c.i.f.
Excluding U.S. military aircraft

(£million a month)
Seasonally adjusted

	Month	Three-month average
1968		
July	664	640
August	648	640
September	650	654
October	667	655
November	653	656
December	651	657
1969		
January	648	650
February	655	651
March	664	656

Comparing the first quarter of 1969 with the fourth quarter of 1968, the decline of £14 million a month in arrivals from North America has been balanced by a similar rise in arrivals from the sterling area. Imports from Western Europe and Latin America were little changed, but arrivals from Soviet Union and Eastern Europe increased sharply while imports from the rest of the world showed a marked fall.

The delay in shipments from the United States clearly affected the pattern of arrivals of certain classes of imports in the first quarter; it was responsible for a fall in tobacco imports and also for part of the decline in imports of machinery and transport equipment compared with the fourth quarter. Among other classes of goods, food imports increased by 2 per cent in the first quarter, but arrivals of beverages and basic materials were practically unchanged. Imports of fuels and chemicals rose slightly and other semi-manufactures by 3 per cent. Imports of miscellaneous manufactures, mainly consumer goods, were a little lower.

As announced by HM Customs, gross receipts of import deposits collected in March totalled £96 million; total gross receipts from November 27 to March 31 were £351 million.

Other factors in the trade balance

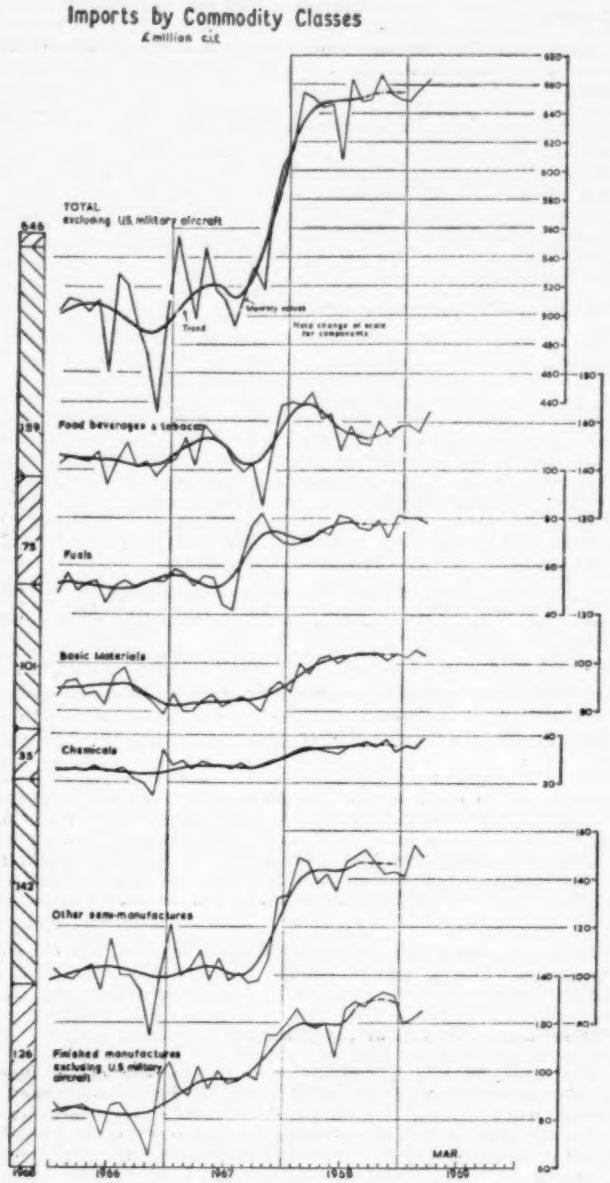
The total credit from the adjustments to the trade account figures to derive the visible trade balance (see Notes (a)) amounted to £49 million in March compared with the revised February figure of £52 million. The figure for ships built and delivered abroad to United Kingdom owners in March was little changed from that in February.

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Food, beverages, and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
					Total	Total	Machinery	Road motor vehicles	Other transport equipment					
1968 Year	515	33	15	14	440	216	140	55	21	50	60	25	89	13
1st quarter	500	32	14	12	427	210	141	51	21	48	59	24	85	12
2nd quarter	486	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	544	34	16	15	464	229	144	57	29	51	62	27	93	13
1969 January	557	31	16	15	483	226	146	62	21	53	66	28	103	15
February	524	29	16	14	450	216	137	60	22	53	60	26	96	14
March*	543	31	14	14	469	224	145	63	19	51	63	27	104	13
1968 4th quarter	544	34	16	15	464	229	144	57	29	51	62	27	93	13
1969 1st quarter*	541	30	15	14	467	222	142	62	21	52	63	27	101	14

*Provisional estimates.



Visible trade balance

There was a visible trade deficit in March of £52 million, seasonally adjusted and excluding United States military aircraft. This, together with the revision of the February figure to £64 million, brought the average deficit for the first quarter to £43 million, the same as in the last quarter of 1968, but £8 million less than the average of £51 million in the third quarter of last year.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles rose from £20 million a month in 1967 to £31 million a month in 1968.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, and have been made largely out of corresponding loans from the Export-Import Bank which are included as a credit in the capital account of the balance of payments.

VISIBLE TRADE BALANCE

(£ million a month) Seasonally adjusted

	Month	Three-month average
1968		
July	—88	—76
August	—27	—58
September	—37	—51
October	—66	—43
November	—16	—40
December	—46	—43
1969		
January	—12	—25
February	—64	—41
March	—52	—43

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on April 29, 1969* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for May 1969, due to be published on or about May 28.

2. (a) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly trade accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the trade accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the accounts (for example, on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which

(*Continued on next page*)

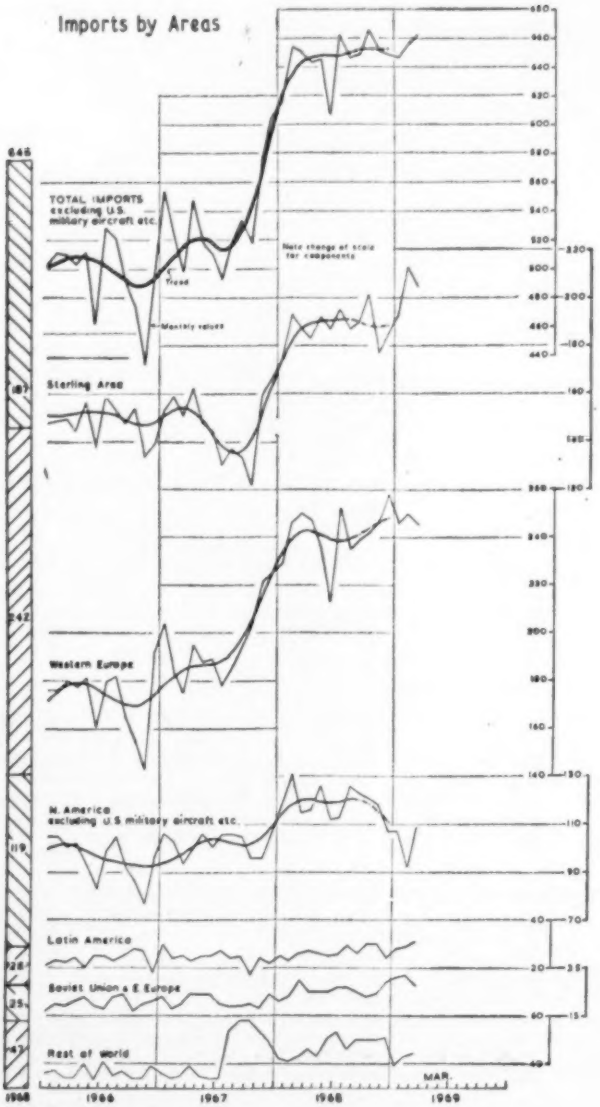
Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968 Year	658	646	159	75	278	101	35	142	138	126	9
1st quarter	647	641	168	71	270	95	34	141	130	124	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 January	666	648	159	80	278	102	35	141	138	120	6
February	678	655	156	80	292	105	34	154	145	122	7
March*	675	664	164	78	290	103	38	149	136	125	7
1968 4th quarter	678	657	158	78	281	102	35	143	155	133	7
1969 1st quarter*	673	656	160	79	287	103	36	148	140	123	7

*Provisional estimates.

UNITED KINGDOM TRADE, *continued*



are in the accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly average gives a quite good short-term guide and have the merit of simplicity.

**Accounts relating to the Overseas Trade of the United Kingdom, March 1969. HMSO price 30s., by post 32s.*
†Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. — Monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968 Year	658	646	187	242	131	119	26	25	47
1st quarter	647	641	184	242	128	122	25	25	42
2nd quarter	642	633	186	233	127	119	25	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
1969 January	666	648	192	246	125	107	28	31	40
February	678	655	213	250	114	92	29	32	43
March*	675	664	205	246	120	109	31	28	44
1968 4th quarter	678	657	189	249	137	116	28	25	50
1969 1st quarter*	673	656	203	247	120	102	30	30	42

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

Index of industrial production for February

THE PROVISIONAL index of production for February 1969 prepared by the Central Statistical Office was 142 (seasonally adjusted). For manufacturing industry alone the figure was 144.

For the three months December 1968 to February 1969, it is provisionally estimated that production as a whole was 0.7 per cent higher than in the preceding three months, September to November 1968; for manufacturing industries alone the increase was 0.3 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries etc.	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968	139·4	81	141·7	126	120	136	183	158	186	140	157	71	132	121
Unadjusted:														
1967 3rd quarter	124	75	125	124	116	136	163	132	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	139	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	187	141	159	72	131	125
2nd quarter	139	85	143	127	119	141	184	162	187	141	156	72	136	123
3rd quarter	131	73	134	124	119	134	178	160	181	130	148	71	119	110
4th quarter	146	82	148	132	125	143	188	168	190	148	167	70	141	124
1968 December	142	76	142	124	118	134	181	174	182	147	170	69	136	119
1969 January (prov.)	140	79	140	118	119	118	188	169	191	138	149	69	140	125
February (prov.)	147	83	148	123	122	125	191		194	146	160	69	140	139
Seasonally adjusted:														
1967 3rd quarter	133	85	133	126	118	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	121	136	185	167	188	141	158	72	134	122
4th quarter	142	80	145	128	122	140	189	166	192	143	160	69	141	122
1968 September	139	79	142	126	120	136	183	161	187	142	158	72	140	116
October	141	80	144	128	121	141	189	163	193	141	158	70	138	116
November	143	81	146	129	122	141	188	166	192	146	162	69	145	123
December	143	81	146	128	123	137	189	170	191	144	159	68	141	128
1969 January (prov.)	141	80	144	128	124	137	190	172	192	140	154	68	140	122
February (prov.)	142	77	144	127	123	134	184		186	142	157	69	138	129
Sept.-Nov. (av.)	141	80	144	128	121	140	187	166*	190	143	159	70	141	118
Dec.-Feb. (av.) (prov.)	142	79	144	128	123	136	187	169*	190	142	157	68	140	126

(*Continued on next page*)

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free :

Boxes, Cartons and Fibre Board Packing Cases for January 1969.
Cars and Commercial Vehicles for February 1969.
Trailers for October.
Motorcycles, Three-wheel Vehicles, Pedal cycles and Parts for January 1969.
Footwear for February 1969.
Gramophone Records for January 1969.
Home Grown Timber for February 1969.
Paper and Film Bags for January 1969.
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for January and February 1968.
Pottery and Electrical Ware for February 1969.
Salt for January 1969.

Quarterly at 7s. 6d. a year post free :

Rotating Electrical Machinery for October-December 1968.
Contractors Plant for October-December 1968.
Refrigerating Machinery for October-December 1968.
Perambulators, Bed Folders and Push Chairs for October-December 1968.
Synthetic Resins and Plastics Materials for October-December 1968.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on April 18 on the back page.

Civil Aviation Series:

Monthly at 7s. 6d. a year, post free:

Airport Activity for November 1968.
Air Passengers for November 1968.
Air Freight and Mail for November 1968.

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

Miscellaneous Series :

Monthly at £5 5s. a year, post free:

Motor Vehicle Registrations for February 1969.

INDEX OF INDUSTRIAL PRODUCTION, *continued*

	Manufacturing industries (continued)															
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968	125	124	130	126	129	94	125	164	172	150	132	152	171	149	164
Unadjusted:															
1967 3rd quarter	106	105	111	109	104	81	121	152	164	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	96	131	161	171	146	131	157	168	143	199
2rd quarter	128	127	131	124	129	94	119	166	177	149	130	157	170	150	146
3rd quarter	117	116	122	120	121	86	123	158	168	141	132	140	162	150	128
4th quarter	131	130	136	133	139	100	127	169	174	163	137	156	183	152	181
1968 December	123	122	128	119	128	94	104	154	160	146	136	140	176		202
1969 January (prov.)	128	128	132	126	132	99	116	164	167	158	114	160			203
February (prov.)	137	135	144	137	138		139	168	171	164		159			228
Seasonally adjusted:															
1967 3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	121	120	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	125	124	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	128	126	133	127	131	94	126	162	171	147	131	153	170	149	163
4th quarter	130	129	133	129	133	97	126	168	175	157	133	152	178	151	163
1968 September	125	123	135	127	132	91	121	158	168	143	124	147	167		159
October	128	127	132	126	130	96	124	170	176	160	134	155	174		158
November	130	127	140	131	134	98	131	168	175	158	120	151	180		164
December	133	134	128	129	134	96	123	165	173	152	144	150	180		168
1969 January (prov.)	129	129	131	130	134	95	126	166	172	158	125	153			163
February (prov.)	130	128	135	129	133		127	168	172	163		153			189
Sept.-Nov. (av.)	128	126	136	128	132	94*	125	165	173	154	133*	151			160
Dec.-Feb.(av.)(prov.)	130	130	131	129	134	96*	125	167	172	158	130*	152			173

*Latest available 3 months (November-January) and previous 3 months (August-October).

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for February 1969 was 106 (1965=100), a decrease of 1 per cent compared with February 1968.

The only major group increase recorded this month was in food shops where sales were up by 10 per cent. Decreases were recorded in the four remaining groups, the largest being in durable goods shops and department and general stores where sales dropped by 11 per cent and 14 per cent respectively.

It has been estimated that the volume of sales in February 1969 was down by approximately 6 per cent over the corresponding period of 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Foods shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1968 Year	109	+6	118	+ 8	104	+4	100	+ 4	106	+ 7	107	+ 3	101	+ 7
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+ 6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+ 3	96	+ 9
3rd quarter	107	+6	115	+ 7	103	+5	93	+ 3	103	+ 6	110	+ 4	93	+ 8
4th quarter	115	+5	125	+12	109	+1	115	+ 4	104	— 6	104	Nil	124	+ 5
1968 February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+ 6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+ 7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+ 4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	— 3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+ 8	95	+ 7
August	109	+4	116	+ 6	105	+3	92	+ 1	105	+ 4	116	+ 4	89	+ 1
September	102	+6	115	+ 9	94	+4	90	+ 8	96	— 1	93	Nil	95	+19
October	110	+8	121	+16	103	+2	101	+ 3	109	— 1	102	+ 3	101	+ 3
November	111	+7	127	+14	101	+2	109	+ 9	99	— 4	97	Nil	103	+ 8
December	125	+2	127	+ 8	124	—1	134	+ 2	104	—13	113	— 2	168	+ 5
1969 January	113	+7	122	+11	108	+4	106	Nil	110	— 8	112	+10	92	+ 1
February	106	Nil	126	+10	94	—7	86	— 4	92	—11	104	— 6	74	—14

Industrial development approvals continued high in the first quarter

THE TOTAL floor area of industrial development certificates approved in the first quarter, 1969 was the highest since the present basis of measurement was introduced in August 1966 and 20 per cent above the average for 1968 and 52 per cent above the 1967 average. Approvals were 33.2 million square feet, compared with 27.5 million square feet in the previous quarter and 31.1 million square feet in the third quarter last year. This buoyancy is clearly related to the higher capital expenditure forecast by manufacturing industry this year.

Approvals in Development Areas in the first quarter, at 9.5 million square feet, were the largest since the first quarter of 1967, apart from the exceptionally high figure for the third quarter of last year. These approvals accounted for 28 per cent of the Great Britain total, bringing the proportion for the year ended March 1969 to 32 per cent, compared with 33 per cent in the previous 12 months. The Development Areas contain less than a quarter of the country's population.

Million square feet

	Great Britain				Northern	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western	Wales	West Midland	North Western	Scotland
	Total	Development Areas		Rest										
			(1)											
1961	56·5	15·0	..	41·5	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1	..	28·2	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2	..	27·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	5·0
1964	59·0	20·2	..	38·7	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·6	..	37·1	6·2	6·2	3·4	1·8	11·3	3·1	4·5	5·0	9·2	11·0
1966	76·1 (69·4)	29·1 (28·6)	..	47·0 (40·9)	8·2 (8·2)	7·4 (6·7)	4·9 (4·4)	4·1 (3·8)	13·2 (10·8)	4·1 (3·5)	9·3 (9·3)	6·4 (5·8)	10·2 (8·7)	8·2 (8·2)
1967	87·4 (60·1)	28·9 (26·6)	33	58·5 (33·5)	7·5 (7·5)	8·7 (4·5)	6·4 (3·8)	3·6 (2·2)	20·6 (11·1)	6·3 (3·4)	5·7 (5·7)	7·2 (4·2)	11·3 (7·6)	10·1 (10·1)
1968	110·3 (78·5)	37·9 (35·7)	34	72·4 (42·8)	11·9 (11·9)	9·0 (5·7)	7·3 (4·3)	4·7 (2·8)	21·2 (10·9)	6·3 (3·8)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8 (11·8)
1967 1st quarter	27·3 (18·7)	9·8 (8·9)	35	17·5 (9·8)	2·6 (2·6)	3·4 (1·7)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·3 (1·3)	3·5 (2·2)	4·1 (4·1)
2nd quarter	21·2 (14·7)	6·9 (6·5)	32	14·3 (8·3)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (2·0)	2·7 (2·7)
3rd quarter	20·6 (14·1)	6·0 (5·5)	29	14·6 (8·6)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·0)	1·4 (0·9)	1·3 (1·3)	1·7 (1·0)	2·9 (2·3)	1·8 (1·8)
4th quarter	18·1 (12·6)	6·2 (5·7)	34	12·0 (6·8)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)
1968 1st quarter	24·6 (18·0)	8·9 (8·4)	36	15·7 (9·6)	2·6 (2·6)	2·0 (1·3)	1·8 (1·1)	1·6 (1·0)	4·1 (2·1)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd quarter	27·1 (19·1)	8·2 (7·9)	30	18·8 (11·3)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·0)	1·9 (1·3)	1·3 (1·3)	4·0 (2·0)	3·6 (2·5)	2·4 (2·4)
3rd quarter	31·1 (22·3)	12·5 (11·8)	40	18·6 (10·5)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·3 (3·2)	1·5 (0·9)	3·0 (3·0)	2·7 (1·7)	5·1 (3·3)	2·8 (2·8)
4th quarter	27·5 (19·0)	8·2 (7·7)	30	19·2 (11·2)	1·6 (1·6)	1·9 (1·1)	2·5 (1·4)	1·0 (0·6)	5·3 (2·5)	1·4 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969 1st quarter	33·2 (22·9)	9·5 (8·7)	28	23·8 (14·3)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·3)	2·3 (1·4)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd quarter														
3rd quarter														
4th quarter														

Notes:

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. New buildings, extensions to existing premises and existing buildings turned to industrial use are included.

( ) The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the Northern Region ancillary space was already being included in areas approved before that date but not in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to 1967.

1. The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966 are the whole of the Northern Region, most of Scotland and Wales, and parts of the North West and South West Regions.

128,000 foreign visitors in February

BRITAIN RECEIVED over 128,000 foreign visitors in February – 25,000 (25 per cent) more than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

A BTA spokesman said the February arrivals brought the total number of foreign visitors in the first two months of this year to 253,000 – an increase of 46,000 (22 per cent) over the same period of record-breaking 1968.

European visitors in February numbered 87,000 – 20,000 more than in February 1968. They brought total European arrivals in the first two months of the year to 164,000, which was a rise of 32,000 (24 per cent) on the period.

Visitors from the United States in February totalled 28,000. This was an increase of 3,000 on the month and brought the number of United States visitors in the first two months of the year to 59,000 – a rise of 8,000 (15 per cent) on the period.

The BTA spokesman said details of the numbers of tourist arrivals from Commonwealth countries in the first two months of the year were not available. It was estimated that these were also considerably higher than in the same period of 1968.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

British films quota returns – 1968

RETURNS OF FILMS exhibited in 1968, which all exhibitors are required to make under the Films Act 1960, as extended, have now been examined by the Board of Trade.

The Act provides that cinemas must show prescribed proportions of British films. For the year ended December 31, 1968, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,444 cinemas whose returns were analyzed, 124 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28.0 per cent instead of the standard first feature quota of 30.0 per cent; and 106 of these, playing a majority of double feature programmes, had reduced quotas ranging from 12.0 per cent of 23.0 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,444 cinemas were 29.1 per cent for first feature and 24.4 per cent for supporting programme.

The main points of the analysis are:

The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again above the prescribed level. The proportion for first features 34.2 per cent showed a decline on the previous year's achievement of 39.7 per cent. The figures for supporting programme, however, 36.2 per cent against 34.8 per cent, showed a small increase.

Of the 1,444 cinemas covered, 90 per cent achieved or exceeded their first feature quotas (against 95 per cent for the previous year) and 92 per cent their supporting programme quotas (against 88 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.

The average first feature film quotas achieved by the major circuits were 34 per cent for Rank cinemas and 38 per cent for A.B.C. cinemas. Rank achieved 39 per cent and A.B.C. 38 per cent for supporting programme.

New companies registered

BELOW ARE details of new companies registered in Great Britain during March 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Not exceeding £100	—	1,445	1,445
Over £100 but under £1,000	—	88	88
£1,000 but under £10,000	—	580	580
£10,000 but under £50,000	—	81	81
£50,000 but under £100,000	—	13	13
£100,00 but under £1,000,000	—	16	16
£1,000,000 and over	1	3	4
Total number	1	2,226	2,227
Total amount of Nominal Capital	'000's £11,400	'000's £13,751	'000's £25,151

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124		
May	1,837	4,034		
June	1,546	3,735		
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 18, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Taking Mood	Br/E 34077	33	April 15	Saxon Film Co. Ltd.	Greenpark Productions Ltd.
All Neat in Black Stockings	Br/E 34078	99	April 15	Warner-Pathe Distributors Ltd.	Miron Films Ltd.
Look at Life Series 39:					
Look at Man (Isle of)	Br/E 34089	9	April 18	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 2080	Br/E 33800	7	April 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2080A	Br/E 33801	8	April 18	" "	" "
Pathe News 69-31	Br/E 33852	8	April 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-32	Br/E 33853	9	April 18	" "	" "
FOREIGN					
Mission Impossible vs. The Mob	F 34075	86	April 14	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
Stolen Kisses (Baisers Voles)	F 34076	91	April 14	United Artists Corp. Ltd.	Les Films du Carrosse S.A.-Les Productions Artistes Associes, Paris.
They Came to Rob Las Vegas	F 34079	100	April 15	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
A Kiddie's Kitty	F 34080	7	April 15	" "	" "
A Bullet for the General	F 34081	76	April 16	" "	Produzione M.C.M., Rome.
The Wonder of Love	F 34082	76	April 16	S.F. Film Distributors Ltd.	Arca-Winston Films G.m.b.H., Berlin.
Summer of the Lion	F 34083	94	April 16	Cinecenta Film Distributors Ltd.	Svenska Aktiebolaget Nordisk Tonefilm, Stockholm.
A Rule is a Rule	F 34084	7	April 16	" "	Hungarofilm, Budapest.
A Journey to Jerusalem	F 34085	79	April 18	Miracle Films Ltd.	Filmways Inc.
Sweet Girls and Salt Air	F 34086	17	April 18	" "	Werner Kunz Film Productions, Zurich.
Body in Freedom	F 34087	12	April 18	" "	" "
Girls in the Sauna Bath	F 34088	8	April 18	" "	" "

Report on Overseas Trade

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HMSO

Trends in insurance companies investment

This table was omitted from the article in last week's issue (pages 1120-1121).

£ million

Assets	Combined Funds					Net Investment		
	Net Investment 4th qtr. 1967	Net Investment 3rd qtr. 1968	4th quarter, 1968			Life Funds	General Funds	Combined Funds
			Assets Acquired	Assets Realized	Net Investment			
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	— 24·8	— 10·4	61·6	62·0	— 0·4	— 34·7	— 5·8	— 40·5
Over 5 and up to 10 years	— 8·7	— 14·8	14·7	16·7	— 1·9	— 13·8	— 4·9	— 18·7
Over 10 and up to 15 years	+ 13·5	— 8·4	20·9	15·7	+ 5·2	+ 5·5	— 5·7	— 0·2
Over 15 years	+ 92·9	+ 78·7	186·3	188·3	— 2·0	+167·3	+ 9·5	+176·8
Undated	+ 5·6	+ 3·2	20·7	31·9	— 11·2	+ 3·0	— 0·3	+ 2·7
Total British government and government guaranteed securities	+ 78·5	+ 48·3	304·2	314·6	— 10·4	+127·2	— 7·2	+120·1
Local authorities, etc., securities	— 5·5	+ 3·1	10·9	10·3	+ 0·6	+ 15·1	+ 0·7	+ 15·8
Total of public sector securities	+ 73·0	+ 51·4	315·1	324·9	— 9·4	+142·3	— 6·4	+135·9
Company securities:								
Ordinary shares	+ 41·9	+ 35·6	162·9	114·3	+ 48·6	+188·5	+ 35·2	+223·7
Preference shares	— 9·9	— 3·8	16·6	21·8	— 5·3	— 34·5	+ 12·9	— 21·6
Debentures, etc.	+ 54·0	+ 53·9	85·9	27·5	+ 58·5	+214·0	+ 4·2	+218·1
Total of company securities	+ 86·1	+ 85·6	265·5	163·7	+101·8	+368·0	+ 52·2	+420·2
Mortgages and loans:								
Home – House purchase loans	+ 6·6	+ 12·0	48·4	24·8	+ 23·6	+ 69·2	+ 2·2	+ 71·4
Other mortgages and loans	+ 7·9	+ 25·6	43·5	20·7	+ 22·9	+ 74·4	— 2·6	+ 71·7
Overseas	+ 1·0	+ 0·5	1·3	1·3	—	+ 1·3	+ 0·1	+ 1·4
Overseas government, etc., securities	+ 4·6	— 5·1	7·0	7·5	— 0·5	— 1·8	— 0·1	— 1·9
Land, property and ground rents	+ 17·2	+ 34·4	45·9	16·4	+ 29·1	+125·7	— 6·2	+119·4
Other investments	—	+ 0·1	0·9	0·4	+ 0·5	+ 1·0	— 0·2	+ 0·9
Total of other investments	+ 37·3	+ 67·5	147·0	71·4	+ 75·5	+269·8	— 6·8	+262·9
Total of investments	+196·4	+204·6	727·5	560·0	+167·5	+780·0	+ 39·0	+819·0
			Balances					
			Sept. 30, 1968	Dec. 31, 1968				
Cash and other short-term assets:								
Cash in hand and with UK banks	+ 9·4	+ 20·2	80·6	105·2	+ 24·6	— 11·8	+ 14·4	+ 2·6
UK local authority bills and temporary money	— 14·4	— 17·1	35·0	36·4	+ 1·5	+ 11·3	— 5·2	+ 6·1
Other short-term assets	— 8·0	+ 0·3	32·1	39·3	+ 7·2	— 6·8	— 1·2	— 8·0
Total cash and other short-term assets	— 13·0	+ 3·4	147·7	181·0	+ 33·3	— 7·3	+ 8·0	+ 0·7
Total net investment	+183·3	+208·0			+200·8	+772·7(1)	+ 470·(1)	+819·7(1)

— nil or less than £0·5 million.

(1) Equals sum of quarterly net investment which excludes changes in agents balances, etc.; it, therefore, differs slightly from the total net investment or the year, including changes in agents balances, etc., which will be shown in the next article.

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Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in February was 4 per cent more than in February 1968.

Statistics issued by the Textile Council show that in the two months January and February the amount of cloth woven was about the same as in the corresponding period of 1968; production of single yarn was 2 per cent more and the amount of yarn doubled was 5 per cent more.

Production in the cotton industry

Weekly average

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million sq. yards	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1968	7·26	2·86	2·12	2·20	2·18	14·1	10·7
1968 February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·71	9·4	7·9
August	7·46	2·99	2·07	2·21	2·20	14·8	10·8
September	6·40	2·76	1·94	1·99	2·50	13·5	10·0
October*	7·77	3·32	2·32	2·26	2·47	15·2	11·5
November	7·90	3·35	2·32	2·33	2·91	15·4	11·7
December	6·72	2·87	1·92	2·09	2·35	12·7	9·9
1969 January*	7·52	3·12	2·13	2·44	3·03	14·4	11·5
February	7·53	3·11	2·15	2·54	3·16	14·7	11·8

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton waste, and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

Textile and clothing industries: orders and deliveries

IN THE three months ending February net new orders received by the textile and clothing industries were 1 per cent more than in the three months ending November 1968. Deliveries failed to keep pace with net new orders so order books for the group again lengthened.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		109		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968*	129		99		96	
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	113	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	99	91	95
4th quarter*	129	129	107	98	100	96
1967 December	114	114	95	108	89	97
1968 January	115	114	88	92	86	90
February	115	116	101	96	99	93
March	117	117	109	103	104	99
April	121	120	102	101	91	94
May	128	124	115	106	97	94
June	129	125	100	104	97	103
July	124	124	71	86	85	92
August	123	126	86	106	89	96
September	122	129	99	106	100	98
October*	123	126	109	91	105	95
November*	129	126	125	102	107	98
December*	129	129	89	100	87	93
1969 January*	130	130	94	99	91	95
February*	132	132	108	103	103	98

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (*b*) At constant (average 1958) prices. *Provisional.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in February was 5 per cent more than in February 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the two months January and February deliveries of woven fabrics (excluding blankets) were 3 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were 3 per cent more. Production of wool and hair tops was 2 per cent less and of man-made fibre tops 32 per cent more.

Output of the wool textile industry

Quarterly averages or totals for quarters or months

	Consumption	Production				Deliveries		
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn (*c*)	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1968	97·8	53·3	20·1	81·2	54·1	40·6	33·1	8·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1968 Feb.	33·5	18·6	6·1	27·7	17·6	12·8	11·7	2·9
Mar.	34·7	19·4	6·8	28·3	18·8	12·9	11·4	2·8
Apr.	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3
May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (*c*) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In February deliveries of semi-worsted yarn were 1·1 million lb.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Orders, deliveries, production and exports in the engineering industries in February

THE MINISTRY of Technology reports that although the first estimate of production in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification covered by Table 1) for February was somewhat higher than in January it remained below the better levels of the second half of 1968 and the average for the three months to February was 1 per cent lower than for the preceding three months.

In the wider group of engineering industries, including some

(*Continued on next page*)

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For exports	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	131	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	157	151	169	146	135	183	126
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rc quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	160	157	165	146	135	183	127
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	158	155	163	142	131	179	
November	162	159	167	145	133	181	
December	159	156	165	146	135	183	
1969 January*	154	..	..	149	137	189	
February*	157	..	..	149	135	194	
Average:							
Latest 3 months shown	157	157	165				
Previous 3 months shown	159	151	172				
Percentage change (5)	−2	+4	−4	+3	+2	+7	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 331 to 369 of the Standard Industrial Classifications.
(3) Index of the total value at constant (average 1958) prices of orders in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

ENGINEERING INDUSTRIES, *continued*

vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted figures for total deliveries rose appreciably, making the average for the three months to February 4 per cent higher than the preceding three months. Both home and export deliveries contributed to this with an increase of 3 per cent on the home side making the same comparison. Exports were above the best of last year and 9 per cent higher in the three months to February than in the preceding three months.

These first indications show an encouraging rise in net new export orders indicating an apparent upturn this year and making an increase of 20 per cent in the three months to February compared with the preceding three months. Although export deliveries have been rising since October they are lower than orders on hand which are 6 per cent above their level at the end of 1968. Net new home orders have droped but the average for the three months to February was still 2 per cent above the preceding three months. As deliveries rose orders on hand fell back to near their end year level.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations

(*Continued on next page*)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	141	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1968	141	157	157	129	152	155	179	172	162
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
4th quarter	141	172	166	129	168	163	179	185	172
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October	140	168	157	128	164	157	177	180	156
November	142	174	166	129	170	164	179	186	172
December	141	173	174	129	169	169	179	187	189
1969 January*	145	184	155	132	173	149	185	218	172
February*	146	176	174	131	156	166	190	236	197

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Nothwithstanding these difficulties teh seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the month in Table 2 are three months centred moving averages of the seasonally adjusted figures, e.g. the figures shown against January are the averages of the seasonally adjusted figures for December, January and February.

Table 3. Engineering industries (Order VI and part VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	102	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	144	150	154	142	148	154	145	156
1967	143	151	151	137	141	152	162	155	150
1968	143	157	157	132	152	155	179	172	162
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter	143	173	159	132	172	157	179	177	163
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	'140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	160	164	127	153	158	173	181	181
October	140	166	153	128	162	154	175	177	152
November	141	173	160	130	172	159	177	177	163
December	143	178	163	132	173	159	179	194	175
1969 January*	146	177	162	134	165	157	184	212	178
February*	146	..	173	131	..	168	190	..	188
Average:									
Latest 3 months	146	177	166	131	165	161	190	212	180
Previous 3 months	141	166	159	130	162	159	177	177	165
Percentage change (4)	+4	+7	+4	+1	+2	+3	+7	+20	+9

*Provisional.
(1) Engineering and electrical goods (SIC Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part SIC Order VIII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Shipping movements at United Kingdom ports

Foreign and coasting trade movements during December and for the year 1968.

THE TOTAL NET TONNAGE of vessels entering and clearing United Kingdom ports with cargo during December, 1968, amounted to 14,500 thousand net tons (5.6 per cent more than December, 1967). Commonwealth vessels accounted for 5,939 thousand net tons.

The total net tonnage of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in the year 1968 was 4.4 per cent higher than in 1967.

The Commonwealth annual share of entrances and clearances with cargo showed a slight decrease compared with the 1967 figures. The actual percentages for the years 1938 and 1958-68 are set out below:

	1938	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968
Entrances	57	52	51	49	50	49	49	48	46	40	40	40
Clearances	59	63	61	60	61	58	55	54	54	48	51	50

The net tonnage of foreign vessels entering and clearing with cargo during the year 1968 increased by 6.5 per cent over the 1967 figures.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo during December 1968 decreased by 1.3 per cent but over the 12 month period there was an increase of 1.4 per cent compared with the year 1967.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

1. The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

2. Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

3. Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

4. Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (a) Commonwealth	Foreign	Number Vessels	Total	United Kingdom	Other (a) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of December, 1967	5,540	9,065	3,026	163	5,876	4,008	4,670	2,146	115	2,409
" Month of December, 1968	5,927	9,719	3,416	231	6,072	4,206	4,781	2,158	134	2,489
" 12 months ended December, 1967	72,157	118,727	45,717	2,375	70,635	54,309	62,766	30,701	1,626	30,439
" 12 months ended December, 1968	75,242	122,670	45,683	2,970	74,017	57,572	66,818	31,294	1,848	33,676
In ballast: Month of December, 1967	1,063	1,692	665	64	963	2,464	5,890	1,645	103	4,142
" Month of December, 1968	1,184	1,697	672	54	971	2,652	5,991	1,773	128	4,090
" 12 months ended December, 1967	17,313	25,802	11,777	520	13,505	34,987	80,628	26,395	1,268	52,965
" 12 months ended December, 1968	17,423	26,216	10,880	717	14,619	35,751	82,172	25,523	1,636	55,013

(a) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	December		Twelve months ended December		December		Twelve months ended December	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of Vessels	Number of Vessels							
United Kingdom	1,515	1,598	21,387	22,285	1,238	1,305	17,872	19,044
Other Commonwealth (a)	117	140	1,654	1,928	114	125	1,500	1,622
Foreign	3,908	4,189	49,116	51,029	2,656	2,776	34,937	36,906
Total	5,540	5,927	72,157	75,242	4,008	4,206	54,309	57,572
	Thousand Net tons							
Commonwealth:								
Registered in United Kingdom	3,026	3,416	45,717	45,683	2,146	2,158	30,701	31,294
Registered in Canada	2	1	6	2	—	—	3	—
Registered in other countries (a)	161	230	2,369	2,968	115	134	1,623	1,848
Total Commonwealth	3,189	3,647	48,092	48,653	2,261	2,292	32,327	33,142
Soviet	148	194	1,270	1,572	27	23	240	396
Finnish	80	121	971	1,091	40	21	408	347
Swedish	420	415	5,556	5,530	238	210	2,781	2,783
Norwegian	1,252	1,141	15,198	15,098	404	436	5,600	6,081
Danish	379	227	3,387	3,370	210	176	2,365	2,428
Polish	22	29	302	304	10	20	140	165
German (Federal Republic)	492	606	5,965	6,317	240	280	3,061	3,814
Dutch	619	602	7,701	7,727	350	406	4,710	4,947
Belgian	233	210	2,679	2,724	135	145	2,133	2,214
French	284	236	4,339	4,502	195	178	2,511	3,119
Spanish	67	73	627	640	60	74	618	610
Italian	159	163	1,871	1,698	37	17	287	482
Yugoslav	6	30	262	257	8	4	95	86
Greek	176	246	2,209	2,271	49	77	671	835
United States of America	170	156	2,536	2,393	129	149	2,024	2,153
Panamanian	126	248	2,199	2,130	55	54	436	794
Liberian	1,057	1,079	10,875	12,833	85	116	874	1,187
Other	185	296	2,694	3,569	135	103	1,482	1,235
Total Foreign	5,876	6,072	70,635	74,017	2,409	2,489	30,439	33,676
GRAND TOTAL	9,065	9,719	118,727	122,670	4,670	4,781	62,766	66,818
Trading areas:								
Irish Republic	288	366	5,268	5,692	274	342	5,170	5,529
Northern Europe (Foreign)	2,549	2,771	30,873	34,226	1,970	2,215	23,839	27,737
Europe (Atlantic) and Western Mediterranean Countries	1,139	1,182	15,616	17,033	648	739	10,842	11,235
Central and Eastern Mediterranean Countries	809	1,086	9,936	13,888	144	139	1,885	1,901
West and South Africa	399	519	6,966	5,094	268	230	2,736	2,555
East Africa, Persian Gulf, India	1,704	1,748	19,951	20,317	162	180	2,250	2,341
Eastern Asia and Islands in the Pacific	171	205	2,666	2,584	204	173	2,582	1,914
Australasia	277	256	3,265	2,947	193	118	1,828	1,841
North America (Atlantic Coast)	837	877	12,800	10,922	481	400	8,081	8,568
West Indies and Central America (Atlantic Coast)	621	511	8,680	6,977	205	93	2,241	1,554
South America (Atlantic Coast)	122	95	1,312	1,308	61	86	630	705
South and Central America (Pacific Coast)	31	4	269	253	20	25	191	195
North America (Pacific Coast)	102	91	1,048	1,288	38	38	465	645
Other areas	4	8	81	141	1	3	25	98
Total Commonwealth Countries	1,644	2,290	34,205	27,077	941	882	14,208	14,153
Total Foreign Countries	7,401	7,429	84,522	95,593	3,729	3,899	48,559	52,665
TOTAL	9,065	9,719	118,727	122,670	4,670	4,781	62,766	66,818

(a) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports – January-December

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
Port	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	3,693	3,332	1,641	3,788	3,403	1,703	526	401	480	3,650	3,114	1,402
Cardiff	1,584	1,499	666	1,803	1,781	810	579	509	317	1,680	1,743	759
Dover	6,575	7,051	5,592	11,369	11,438	9,354	6,356	6,885	5,102	11,142	11,302	9,200
*Felixstowe	—	2,071	2,138	—	2,245	2,301	—	1,810	1,824	—	2,077	2,094
Folkestone	551	459	347	1,115	1,126	798	650	488	364	1,100	1,121	795
Grimsby (inc. Immingham)	3,804	3,989	3,200	4,176	4,589	3,680	1,401	1,996	1,605	4,045	4,684	3,796
*Harwich	6,468	6,734	3,632	6,785	6,896	3,762	6,342	6,747	3,792	6,699	6,845	3,864
Holyhead	1,920	2,244	1,622	2,003	2,401	1,718	1,908	2,074	1,595	1,996	2,233	1,720
Hull	5,326	5,185	4,790	5,800	5,552	5,115	2,910	2,788	2,871	5,584	5,211	4,694
Lancaster	237	41	16	247	63	85	17	26	77	320	27	81
Liverpool	14,004	13,821	5,223	16,111	15,760	5,909	5,973	5,931	3,494	16,158	15,365	5,509
London	30,022	29,687	15,149	36,386	35,789	17,558	13,276	13,759	9,461	34,062	34,615	17,947
Manchester (inc. Runcorn)	6,224	5,808	2,988	6,495	6,187	3,403	1,787	1,674	2,250	5,548	5,222	3,439
Middlesbrough	3,535	4,932	1,622	4,474	6,087	2,290	1,866	2,058	1,822	4,649	6,321	2,559
Milford Haven	7,603	8,373	414	8,784	10,093	1,047	1,479	2,080	588	8,495	9,872	1,030
New Haven	932	923	1,036	945	936	1,065	921	876	967	936	926	1,064
Newport (Mon.)	1,437	1,506	796	1,954	1,944	994	952	900	793	2,081	2,154	1,082
Plymouth	312	293	472	484	456	850	228	180	499	479	421	884
Port Talbot	1,053	1,043	573	1,156	1,130	765	176	169	367	1,119	1,117	766
Southampton	17,296	16,146	3,313	20,588	20,332	4,350	8,241	8,121	3,041	20,713	19,874	4,295
Swansea	673	696	410	1,937	1,571	1,104	1,864	1,621	1,332	2,336	2,547	1,492
Tyne Ports	2,353	2,038	1,522	3,436	2,967	1,846	1,445	1,359	987	3,945	3,707	1,932
Glasgow	5,017	3,304	1,417	5,720	3,945	1,610	2,321	2,197	875	6,180	4,613	1,723
Grangemouth	1,449	1,498	1,376	1,944	1,853	1,630	1,356	1,283	1,044	1,883	1,771	1,528
Greenock	395	2,041	193	1,313	2,660	293	296	224	40	1,258	2,319	231
Leith	822	707	1,193	915	788	1,238	311	278	626	981	655	1,056
Belfast	1,919	1,987	1,378	2,121	2,090	1,493	341	410	505	2,061	2,080	1,212
Other ports	8,672	8,897	18,918	12,012	12,509	23,878	5,610	5,582	13,702	12,348	12,955	24,120
TOTAL	133,876	136,305	81,637	163,852	166,591	100,649	69,142	72,429	60,420	161,448	164,891	100,278

*1967 tonnage figures for Harwich include those for Felixstowe.

(Continued on next page)

SHIPPING MOVEMENTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports - January-December

Port	Arrived						Departed					
	With Cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,482	1,372	905	1,960	1,656	2,783	617	526	1,634	2,036	1,997	3,143
Cardiff	488	501	601	1,011	963	1,750	231	254	732	979	836	1,793
Cowes	2,088	2,083	10,296	4,638	4,550	20,940	1,986	1,979	9,523	4,623	4,575	20,903
Hull	1,013	881	336	1,548	1,144	845	583	359	419	1,605	1,309	1,099
Immingham	698	813	226	1,771	1,841	1,075	1,017	1,182	673	1,560	1,782	985
Lancaster	1,337	1,006	1,034	1,519	1,221	1,671	1,252	1,163	1,648	1,426	1,224	1,719
Liverpool	2,635	4,155	3,534	3,813	5,489	5,682	2,529	3,171	3,984	4,244	6,030	5,981
London	6,687	6,909	5,998	9,163	9,107	9,708	2,411	2,094	3,224	9,413	9,012	9,209
Manchester	1,166	139	195	1,589	259	407	763	78	121	1,723	277	362
Middlesbrough	429	316	319	1,288	1,638	1,553	352	1,045	872	981	1,502	1,299
Milford Haven	400	392	136	3,337	3,114	1,490	3,673	3,038	1,496	3,831	3,211	1,747
Portsmouth	411	398	1,753	3,230	3,251	14,260	79	93	825	3,200	3,267	14,150
Preston	1,111	1,236	2,141	1,216	1,311	2,305	1,077	1,179	1,961	1,265	1,394	2,439
Southampton	3,091	3,101	10,717	6,224	6,122	13,680	5,614	5,353	11,167	6,331	6,136	13,928
Sunderland	191	181	191	1,477	1,392	1,270	1,164	1,090	933	1,360	1,293	1,149
Swansea	236	258	439	1,912	2,176	4,410	1,208	1,468	3,374	1,513	1,698	3,982
Tyne ports	669	611	153	3,407	3,438	2,143	1,669	1,915	1,687	2,962	3,009	2,227
Ardrossan	847	1,380	1,729	1,145	1,553	2,154	561	984	1,730	992	1,475	2,228
Glasgow	1,452	688	2,628	2,186	1,407	1,435	849	335	566	1,638	998	3,281
Greenock	1,103	1,602	936	1,337	1,987	3,285	1,203	1,467	2,333	1,406	2,029	1,327
Stranraer	1,370	1,565	1,234	1,383	1,579	1,246	1,368	1,564	1,228	1,383	1,579	1,246
Belfast	6,551	6,799	7,958	6,968	7,290	8,700	5,681	5,748	6,325	7,118	7,197	8,876
Other ports	11,390	11,375	26,296	18,737	18,934	44,522	8,839	8,972	16,656	17,678	17,996	43,646
TOTAL	46,845	47,761	79,755	80,859	81,422	147,314	44,726	45,057	73,111	79,267	79,826	146,719

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade - Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of December, 1967	5,036	3,169	2,463	706	4,749	3,112	2,408	704
" Month of December, 1968	5,076	3,002	2,417	585	4,902	3,100	2,417	683
" 12 months ended December, 1967	68,736	39,492	31,906	7,586	65,383	38,697	30,829	7,868
" 12 months ended December, 1968	70,067	40,191	33,371	6,820	65,873	38,958	32,230	6,728
In ballast: Month of December, 1967	4,488	2,600	1,979	621	4,440	2,443	1,910	533
" Month of December, 1968	4,501	2,465	1,870	595	4,674	2,434	1,886	548
" 12 months ended December, 1967	66,102	33,542	26,358	7,184	67,980	32,620	26,234	6,386
" 12 months ended December, 1968	66,578	33,108	26,492	6,616	70,195	32,764	26,512	6,252
Coasting Trade - United Kingdom								
With cargo: Month of December, 1967	5,831	3,773	2,988	785	5,262	3,553	2,807	746
" Month of December, 1968	5,843	3,626	2,939	687	5,464	3,607	2,854	753
" 12 months ended December, 1967	78,212	46,845	38,057	8,788	72,571	44,726	35,797	8,929
" 12 months ended December, 1968	79,755	47,761	39,958	7,803	73,111	45,057	37,529	7,528
In ballast: Month of December, 1967	4,570	2,650	2,019	631	4,779	2,634	2,069	565
" Month of December, 1968	4,602	2,503	1,893	610	4,977	2,590	2,000	590
" 12 months ended December, 1967	67,036	34,015	26,758	7,257	71,614	34,540	27,813	6,727
" 12 months ended December, 1968	67,559	33,661	26,924	6,737	73,608	34,769	28,082	6,687

(a) Commonwealth and Irish Republic.

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A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*)
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HMSO

Exhibitions and Fairs

Jet Sell: 'The New Romantics'

A report from the Commercial Department, British Consulate-General, New York

UNDER THE TITLE, 'The New Romantics', a series of musical fashion shows for American buyers and the fashion press were presented in New York from March 26-April 1 by the Clothing Export Council in co-operation with the Daily Express and the British National Export Council. The fashion shows were in support of a joint venture between the Board of Trade and the Clothing Export Council in which 28 British women's wear manufacturers showed their Autumn collections at the Warwick Hotel for two and a half weeks. Manufacturers involved reported satisfactory or better results.

The fashion shows were the first major presentation by British fashion houses in New York since the successful 'Queen Elizabeth' shows in November, 1965.

The shows were staged and produced by Lionel Blair, the well-known London choreographer, and 12 London model girls flown out by the Clothing Export Council and the *Daily Express* to display coats, suits, dresses and sportswear during ten musical fashion shows in the Warwick Hotel, New York, opening with a special showing at a press preview on March 26. Press and buyer reaction to the fashion shows was enthusiastic and every show played to full houses. Total attendance at the shows was well over 1,000.

With the help of British Information Services, the fashion shows received exceptional television coverage. All three major television networks in New York and some local stations carried excerpts from the fashion sequences at prime viewing hours and this was undoubtedly instrumental in bringing in more buyers to the shows.

Buyers were attracted to the shows by an extensive mailing campaign organized by the Clothing Export Council from London, by a series of advertisements in a leading American fashion newspaper and by a telephone follow-up campaign in which the British Government Trade Development Office in New York played a large part.

Specially designed collections shown by the manufacturers ranged from beautifully cut coats, suits and pants (trouser) suits and sportswear to cocktail, evening wear and millinery. Buyers showed considerable interest in a wide range of items in the collections and generally commented favourably on the finish of British-made garments. Manufacturers showing coats and suits were particularly pleased with the results of their showing and several received substantial orders from buyers seeking quality lines. Dresses, pants suits and leisure and sportswear also attracted considerable interest and some good business was done with buyers who came from all over the United States to see the display. Some buying was done by stores which will be featuring British fashion merchandise in special British promotions to be held in the coming fall. In total, firm orders taken during the joint venture at the Warwick Hotel exceeded well over a quarter of a million pounds. Substantial additional business should follow through orders placed by London buying houses and by American buyers visiting Britain in the coming weeks.

Before leaving New York after the fashion shows, Mr. Douglas Lewis, director of the Clothing Export Council, said that he had been much encouraged by the enthusiastic response to the special British fashion presentation and that he hoped that its success would provide the basis for a long-term marketing plan to increase the sale of British fashion in the American market. This plan might involve further fashion shows in New York and possibly California in 1970 as part of the special trade drive planned by the Board of Trade and the British National Export Council to increase Britain's share of the lucrative West Coast market.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Ports and Terminals Exhibition

THE PORT and freight hardware of tomorrow was the way in which Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Transport, described the 'shop window' provided by the Ports and Terminals '69 Exhibition which he opened on Monday, April 14, at Belle Vue, Manchester. He said that great changes were taking place throughout the transport scene and the world of ports and freight was no exception. The purpose of the hardware on display was greater efficiency and its method was the exploitation of the new technologies on offer.

Delegates from all over the world arrived in Manchester for the opening of this first exhibition to be held in the newly reconstructed halls since they underwent a recent £100,000 face-lift. It was the largest exhibition of its kind ever to be held in the United Kingdom. More than 90 companies were represented from America, Germany, Norway, Denmark, France and Holland, as well as from the United Kingdom. Exhibits covered both transport services and handling equipment. Sea, air, road and rail transport operators were well represented and the handling equipment on show ranged from down-to-earth fork lift trucks to giant container handling machinery.

The exhibition saw the largest representation ever of British ports at a single show. There were 32 in all, responsible for some 90 per cent of trade entering and leaving this country. Two major American port authorities – of Philapelphia and Boston – were also represented.

With containerization developing rapidly on many of the world's trade routes, operators were also well represented. One firm's new traversing cab model of the world's first container handling side loader was seen publicly for the first time in the United Kingdom.

Not only was the exhibition a show of giant export movers, but there were appreciable export earnings reported from overseas sales of equipment. Nearly £¼ million worth of orders were announced on the opening day including one for 700 containers worth £340,000 and destined for the United States. Total business during the week has been multi-million relative to both containers and handling equipment.

There was an appreciable build-up in attendance figures from 350 in the opening day to just over 700 on the second day, over 900 on the third and fourth days, with about 800 on the final day (April 18), making a total of some 3,600 for the week. Actual numbers do not, of coure, act as a particularly reliable guide to the success or otherwise of an exhibition of this nature. The general concensus of opinion from the exhibitors' viewpoint was that Ports and Terminals '69 had been wholly successful and this success could undoubtedly be attributed to the high calibre of the visitors – executives not usually seen at an industrial exhibition. The degree of the success of the exhibition is best illustrated by the forecast that the next one to be held in 1971 seems already likely to be a good deal larger than the 1969 show; this projection is based on the inquiries already received from satisfied stand holders wanting to take space at the next show.

The Board of Trade stand attracted a total of 566 callers.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Cologne's International Fair for the Child draws international buyers

A report from the Commercial Department, British Embassy at Bonn

'THE INTERNATIONAL Fair For The Child' held in Cologne from April 11-13 attracted 340 German and 83 foreign exhibitors from 11 countries. Attendance at the event, which is restricted to trade buyers, was 9,150 (including 1,750 foreign buyers from 34 countries), an increase in total attendance of 3 per cent on last year's spring fair. 341 journalists (including 60 foreign journalists from 15 countries) covered the event for press, radio and television.

The United Kingdom, with 17 firms, presented the second largest contingent of foreign exhibitors. Being headed only by France with 19 firms. Seven members of the British Nursery Goods Association, participating under the Board of Trade joint venture scheme, exhibited nursery goods ranging from perambulators to disposable diapers. The group reported interesting orders and inquiries from most European countries. The Middle East and South Africa. The Junior Fashion Group of London together with the Board of Trade sponsored 10 manufacturers of knitted and woven children's outerwear whose main sales were made to EFTA countries followed by the Common Market group, the Middle East and Greece. High EEC external tariffs continue to hamper sales of British nursery equipment and children's clothing to Common Market countries. But proof that perseverence can pay was given by a spokesman for Job White and Sons Ltd., the Leek knitwear manufacturers, who stated that after exhibiting regularly at this fair for a number of years, his firm now sees definite signs of a substantial breakthrough onto the German market.

The good level of ordering overall at the fair reflected the renewed confidence of German retailers brought about by the upswing in the economy and boosted by good pre-Easter business. Retailers have abandoned the hand to mouth buying policy which they were able to pursue up to the end of last year and have reverted to a normal forward ordering cycle. Buyers at the fair found that some manufacturers were unable to accept follow-up orders for spring and summer delivery.

Manufacturers of children's knitwear who start to show their autumn ranges in February reported a very satisfactory level of ordering during the three days following good pre-fair business. Such follow-up business as can be accepted is being booked at firm prices with increases in the region of 2-3 per cent being asked for autumn delivery.

Manufacturers of children's woven outerwear reported an excellent level of forward ordering following good Spring business. The trend in this sector is again away from standard lines towards more fashionable quality children's wear, reflecting more liberal consumer spending. Here again there is a slight upward price trend for autumn deliveries. Synthetics and easy-care fabrics continue to dominate the children's outerwear field with synthetic leather tipped as a hot favourite for Autumn coats, dresses and trousers. Children's wear fashion colours for Autumn are red, marine and green, with black a late innovation which attracted favourable comment.

German cotton weavers reported very satisfactory orders, with increased export business being booked especially from the Middle East.

The Spring 'For The Child' is of less importance to perambulator manufacturers than is the Autumn event, and not all the leading domestic manufacturers were represented at this fair. Those firms who did exhibit reported better business than they had anticipated, with main interest being shown in new designs and technical innovations and in new colours, especially orange, red and green. There is a trend towards lighter perambulator models and increased interest in folding push-chairs. The main buying emphasis continues to be on perambulators to retail at around the £20 mark and push-chairs to retail around the £10 mark. Prices of perambulators and push-chairs are stable due to the high competition among German manufacturers and from foreign suppliers.

Principal interest in the nursery furniture sector is in full suites of furniture, especially those which can be adjusted to the needs of the growing child. Coloured suites, especially red, are growing in popularity. Price increases of between 2 and 3 per cent are being asked for Autumn deliveries of nursery furniture.

The domestic market for baby goods and clothing is clearly out of the recession doldrums, and the resulting extended delivery dates of children's wear manufacturers are clearly not to the liking of German dealers who are faced with shouldering a long-term ordering risk on fashion lines in order to ensure delivery.

Germany will continue to be a difficult market for British nursery goods and children's wear manufacturers whose main sales at Cologne are to third countries, a reflection of the buyer drawing power of this excellently organized and truly international fair.

The next Cologne fair 'For The Child' will be held from October 24-26.

Scenes from the New York Antiquarian Book Fair (see Board of Trade Journal, *April 18, page 1126). Left: Stanley Crowe's stand, showing from left to right Mr. William Wolfe, antiquarian book seller and art dealer of Montreal; Mr. Stanley Crowe; Mrs. Mildred Schramko, Bronx; Mr. Joe Schramko. Right: a general view of the British area.*

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Scottish display at Rand Easter Show

A report from the Commercial Section, British Consulate-General, Johannesburg

THE BRITISH PAVILION at the 58th annual Rand Easter Show, which took place in Johannesburg from March 25 to April 7, was devoted to a display of Scottish merchandise. Forty-five Scottish manufacturers exhibited their wares; some of course were traditional, but Scotland's science-based industries were very much to the fore with many products offering a real contribution to South Africa's growing industrial needs.

Jointly sponsored by the Board of Trade and the Scottish Council 'Enterprise Scotland '69' was the first overseas exhibition of exclusively Scottish goods, and there were many expressions of surprise at their diversity and sophistication. For example, the Scottish-built adaptation of the Avon turbojet for industrial use attracted enormous attention and many thousands of South Africans now probably realize that the pride of their own merchant fleet, the SA 'Vaal', a huge model of which was on show, was built on Clydeside.

The sparkle and design of the British Pavilion proved a powerful draw with long queues waiting impatiently for admission during peak visiting hours and was highlighted by supporting displays arranged by the local Caledonian Societies. It surprised few that the exhibition won the organizing Society's Gold Medal for general excellence, as well as the Award for Merit for design. Good Scottish rainfall (more than welcome though it was, after South Africa's worst drought in living memory) probably kept attendance below expectations, but even so a new record of 640,258 was set. Nor were the solid business seekers disappointed, as is clearly demonstrated by some sample comments of exhibitors:

'Great interest was shown by the public, particularly in our new razor. Business negotiated is expected to yield an increase of exports to South Africa of our products to the order of £75,000 per annum.' (*Mr. John Harrison of Personna International, Glasgow.*)

'This project has been an outstanding success. Apart from securing substantial orders, we have created great interest amongst architects, interior decorators and in the contract field.' (*Mr. William Robertson, managing director, Donald Brothers Limited, Dundee.*)

'Interest shown by the public has been quite staggering and actual sales confirmed have been beyond my wildest expectations.' (*Mr. John Letters, managing director, Craigton Golf Company Limited, Glasgow.*)

'The interest shown in our range of specialist surface coatings was unprecedented in our experience of international trade fairs. By the end of the second of the two trade buyers' days we had logged 171 substantial inquiries from government and municipal authorities as well as architects, builders and industrialists throughout the Republic. Early follow-up on these inquiries has resulted in our products being written into specifications which should result in a conservative £20,000 worth of orders within the next six months and considerably more in the full year.' (*Mr. A. Stewart Wales, managing director of Stewart Wales, Somerville Limited, East Kilbride.*)

Officiating at the preview reception at the pavilion was Lord Clydesmuir, chairman of executive of the Scottish Council, who also opened the largest ever British store promotion in South Africa at Greatermans, which ran concurrently with the Scottish exhibition and highlighted Scottish products. Sir John Nicholls, HM Ambassador, came specially from Cape Town to visit the show and the store promotion. Visiting VIP's included the South African Minister of Finance, and of Health and Planning and Mines. Other countries exhibiting in their own national pavilions were Austria, China, the Federal Republic of Germany, Italy, Japan, Portugal, Rhodesia and Spain.

Substantial UK orders obtained from US health convention and exhibition

A report from the British Consulate-General, Boston

THE War Memorial Auditorium in Boston was the venue for the 84th anniversary for the National Convention and exhibition, jointly with the Eastern District, of the American Association for Health, Physical Education and Recreation, from April 11-15.

The Physical Education Association of Great Britain and Northern Ireland and six member companies:— Granwood Flooring Limited, Gymnastic Equipment Engineering Company Limited, Olympic Gymnasium Company Limited, Len Smith of Twickenham Limited, Sutcliffe Moulded Rubber Company Limited, R. W. Whittle Limited; attracted a great deal of favourable attention. The Convention and exhibition, which was not open to the public, drew its attendance of some 7,000 from physical education instructors, teachers and municipal and state education authorities from all over the United States.

The United Kingdom contingent were the first foreign exhibitors to participate at the Convention. The exhibit occupied a space of 1,200 square feet in a self-contained aisle, was well marked by union flags and showed to good effect the smart line of women's athletic and gymnastic apparel, block flooring for indoor tennis courts and gymnasiums, special gymnastic and playground equipment for movement education and an information stand which featured photographic exhibits and books illustrating the role physical education is playing in the British educational system.

On the other side of the aisle were displayed gymnastic apparatus, basket ball nets, spring boards and light weight physical education equipment designed for school use; moulded rubber non-slip gymnasium mats, climbing units and trampolines.

Mr. Peter Sebastian, general secretary of the Physical Education Association of Great Britain and Northern Ireland, was able to report at the end of the show that a keen interest had been taken in the United Kingdom exhibit as, not only were the exhibitors' prices competitive but, perhaps of greater significance, the equipment was regarded as educationally advanced and of excellent quality. Some quite substantial orders were reported and it was felt that a potential of $1 million should be reached as a result of the exhibition.

The Headquarters of the American Association for Health, Physical Education and Recreation are at 1201 16th Street N.W., Washington D.C. 20036 and the 1970 Convention, at which an even larger United Kingdom contingent may be expected to participate, will be held at the Olympic Hotel, Seattle, Washington from April 3-7.

London's look for autumn comes to Canada

By L. W. Voaden, Assistant Trade Commissioner, Toronto

BRITAIN'S CLOTHING EXPORTS to Canada increased last year by 64 per cent over 1967. The principal reason for the upward surge is the enthusiasm and skill with which manufacturers, both by individual and group visits, are tackling what must on any reckoning be considered a tough market.

The regular bi-annual visits of hard sell missions sponsored by the Clothing Export Council are now being looked upon by Canadian buyers as the major opportunities to see and place orders for the very latest in fashions from Britain. Fifteen well-known firms constituted the most recent of the CEC missions to visit Toronto, March 20-26, and they successfully displayed their Fall '69 collections to buyers at the Westbury Hotel. Some of the participants had made previous visits to the city with similar missions and in almost every case were happy to report that not only were many new accounts opened but increased. Repeat orders were placed by accounts which were established on earlier visits.

Firms visiting Toronto for the first time were also pleased with the results. One of them succeeded in obtaining a $10,000 order during the first day, and without exception, all reported opening new accounts and making many valuable contacts. The total value of confirmed orders taken during the visit easily exceeded $200,000 and the final figure is likely to be somewhere in the region of $400,000.

For 'new exporters' the opportunities presented by participation in missions of this type are extremely valuable and providing quality and styling of merchandise are acceptable, pricing realistic and deliveries assured, there is every prospect of their becoming established here.

It is not only in the young 'Mod' styles that Britain's clothing industry is well recognized but also in the more conservative field of fashion which is of interest to other age groups.

Canada expects, and has a right to expect, quality products from Britain. The 'Made in Britain' label is a valuable sales aid to the retailer and is more or less considered as a certificate of fine workmanship by his customer. It is certainly pleasing now to visit the local department, chain and independent stores and see, displayed upon window models and hanging from racks, so many garments bearing not only the 'Made in Britain' tag but the swinging labels of so many of our manufacturers who have become regular working visitors to the Canadian scene.

British exporters seeking fresh fields to conquer, possessing confidence and enthusiasm and interested in the rewards which are offered by a rapidly expanding market should remember the old adage 'Go west young man!'

Danish supermarket chain to hold second British promotion

SO SUCCESSFUL was the promotion of British foodstuffs during the British Trade Drive in Denmark last year, that Irma A/S, the largest private chain of supermarkets in Denmark, with the full support of the Board of Trade are mounting a further campaign next month.

It will take place from May 12-24 in nearly 200 food supermarkets, and some 70 British products from 15 manufacturers are to be featured, principally biscuits, confectionery, sauces, dressings, tea and preserves.

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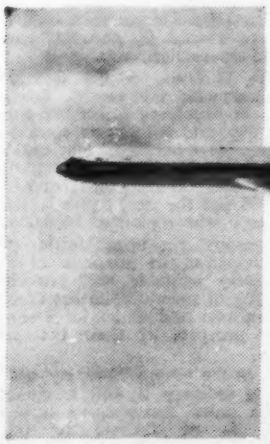

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Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

British Ropes at Athens Shipping Exhibition

STAR PRESENTATION by British Ropes Limited in a comprehensive display of products for the Greek shipping industry at Posidonia '69 International Shipping Exhibition, June 2-8, at the Zappeion Palace in Athens will be Viking 'Braidline' – 'the synthetic mooring line of the future.' This is a new type of large-size specially braided nylon rope claimed to have considerable advantages over conventional fibre ropes. 'Braidline' has been supplied to the QE2 as well as to a number of large tankers and bulk carriers.

British Ropes Ltd. are participating in Posidonia '69 as members of the British Marine Equipment Council who with the Board of Trade are organizing one of the joint venture groups at this event. The second joint venture is with the Board of Trade and the British Shipbuilders and Repairers Association.

First showing for Hydrovane Compressors at Hanover

THE Hydrovane Compressor Company of Redditch, Worcestershire, will be showing their range of rotary air compressors from 2 to 40 horsepower for the first time at the Hanover Fair. The company say that the quiet, free-standing Hydrovane can easily be moved to meet changing production needs, and this installation flexibility obviates pressure drops associated with long pipelines.

Hydrovane are taking part in the joint venture group exhibit organized by The British Compressed Air Society and the Board of Trade at the Hanover Fair.

New models for Düsseldorf Interpak

THE SOAG ORGANIZATION, exhibiting at Interpak '69, Dusseldorf (May 10 to 16), are showing for the first time at any international exhibition, an interesting range of machines now being manufactured at their Brentford works as part of a large expansion programme.

These will include the Masterpacker Stanley skin packaging machine model 600, a completely new model with a platen size of 20in. x 30in. which can efficiently handle a wide range of products up to a maximum height of 8in. The Masterpacker Stanley machines allow the use of uncoated, unperforated boards and inexpensive plastic film. These low cost materials show considerable savings and are suitable for the majority of applications. The joint venture at this event has been organized by the Board of Trade with the Institute of Packaging.

Redifon at Paris Air show

REDIFON LTD. will be exhibiting the latest developments in flight simulation on their stand at the 28th Paris Air Show, May 29-June 8. On display will be an operating version of the recently introduced 101 flight instrument trainer, and a model of one of Redifon's new generation flight simulators which incorporates a six-axis motion platform and highly sophisticated instruction facilities. Details of Redifon's visual flight simulation systems using full colour CCTV will also be shown.

The Board of Trade are sponsoring a joint venture group organized by the Society of British Aerospace Companies at the Paris Air Show.

Payne's labels at Frankfurt Interstoff

P. P. PAYNE and Sons will be showing their Elegant garment labels for the first time on the Continent at Interstoff, Frankfurt, May 20-23. The display is part of the British joint venture, sponsored by the Board of Trade.

Elegant labels are included in a full range of garment labels, in different fabrics, shapes and sizes, to be displayed by the company. They introduce new printing techniques which Paynes claim to be the first British firm to have perfected.

Back from Brazil

MR. HEDLEY ATKINSON, general sales manager of C. & J. Hampton Ltd. (Record Tools), has returned from 'a very successful' British Industrial Exhibition, Sao Paulo, Brazil, where many orders for Record tools were booked on the spot. Following the exhibition, Mr. Atkinson visited both existing and potential customers in Montevideo, Buenos Aires and Rio de Janeiro where orders were placed for a number of new Record products in addition to those for existing lines. Mr. Atkinson also reported 'considerable enthusiasm' for Record products in Argentina and Uruguay, future sales prospects in Argentina being more favourable than for some time.

The Sao Paulo Exhibition, together with personal visits, are confidently expected by Hamptons to produce increased future business.

Financially backed by the Board of Trade, and sponsored by BNEC Latin America, this British Industrial Exhibition was organized by Industrial & Trade Fairs International Ltd.

Frankfurt exhibition leads to big breakthrough

AS A RESULT of contacts originally made on the Board of Trade assisted stand at the Frankfurt Laundry and Dry Cleaning Exhibition last year, the British Laundry Machinery Co. Ltd. has reached an agreement with Senkingwerk K.G. of Hildesheim, Germany, for the supply of their folders, cross folders and speakers to be offered as standard equipment with the Senking transit washer system.

The agreement has quickly resulted in firm orders being placed for BLM spreaders and folders for operation with transit system equipment not only in Germany, but in the USSR, Finland, Norway and Yugoslavia.

Big fibreglass cruiser orders

ORDERS totalling £540,000 for Perkins-powered 'Ocean 37' fibreglass cabin cruisers have been placed with Aqua-Fibre Ltd., of Rackheath, Norwich, by customers from the United Kingdom, Scandinavia, the Mediterranean, and the Caribbean.

A spokesman for Aqua-Fibre Ltd. commented: 'As a result of showing "Ocean 37" in London and Amsterdam, our assembly lines at Rackheath will be busy until April 1970.'

Firm's 'unqualified success' at Labex

'FROM THE number of people visiting the BDH Chemicals Ltd. stand, our participation in Labex has been an unqualified success. We have had inquiries from nearly 1,000 visitors and at least 3,000 people have come on to the stand, including many overseas visitors. I am confident this widespread interest will lead to increased sales.' This announcement was made by Dr. C. R. Bayley, BDH Chemicals Ltd's. marketing manager, laboratory products, speaking at the end of the five-day laboratory apparatus and materials exhibition at Earls Court on March 29.

A highlight of the BDH stand was a series of practical demonstrations carried out in a special laboratory.

Forty per cent of the company's annual turnover in fine chemicals is currently exported and it was this record which helped gain them The Queen's Award to Industry.

Barnsley toy firm reports increased sales

RECORD SALES figures at both the Harrogate and Brighton Toy Fairs – Britain's leading toy fairs – are reported by Green Monk Products Ltd., of Darfield, near Barnsley. At Brighton export orders totalling £15,000 for a score of countries were won.

The firm also exhibited recently at the Nuremburg Toy Fair, where their orders included one from Yugoslavia for two types of roller chimes.

Says the company's managing director, Mr. Alan Elstone: 'Our sales figures for the first quarter of this year show a definite upswing compared with the corresponding period of 1968.'

Twenty-four years ago the firm's chairman, Mr. Arthur Greenwood, began business in a backyard shed. Today the firm employs 100 people full time and exports 45 per cent of its production.

Junior Fashion Group of London stands at the Cologne International Fair for the Child. *(See report on page 1204.)*

BRITISH COMMERCIAL INFORMATION OFFICE AT HANOVER FAIR

At this year's Hanover Trade Fair (April 26 to May 4) there will be an official British Commercial Information Office in Hall 6, Room 11 (Internationaler Treffpunkt) manned by members of the Commercial department of the British Consulates General in Hanover, Hamburg, Berlin and Stuttgart and the British Embassy in Bonn.

The function of this office will be to answer questions on British industry and to be of general assistance to British Exhibitors.

Should you wish to contact this office the telephone number is Hanover 89-3211 and 89-3251. The telex number is 203-9248323 and the answer back is 9248323 brgrd.

The British Consulate General Hanover has now had telex installed in its own office as well. The telex number is 203-9 23 26 3, answer back 6cghn d.

Mr. Edmund Dell to visit Hanover Fair

MR. EDMUND DELL, Minister of State, Board of Trade, is to make a one-day visit to the Hanover Fair on April 28. The fair is being held from April 26 to May 4.

The Minister will tour the stands of the large British contingent at this event, which will include 80 British companies taking part in nine separate group displays with the support of the Board of Trade under its joint venture scheme. In addition, 106 British firms will exhibit or be represented independently.

The products on display will represent a a varied cross-section of industry which will include valves, power tools, business systems and equipment, electrical equipment, domestic tableware, woodworking machinery, and decorative and industrial lighting equipment.

Nine trade associations have collaborated with the Board of Trade in organizing group participations. They are the British Electrical & Allied Manufacturers Association, Business Equipment Trade Association, Electric Light Fittings Association, British Compressed Air Society, British Stationery & Office Equipment Association, Association of Hydraulic Equipment Manufacturers, Machine Tool Trades Association, British Pottery Manufacturers Federation, and the British Jewellers Association. There will also be a trade information stand manned by the British Pump Manufacturers Association.

The temporary 4 per cent reduction in the equalization tax on imports and a similar tax on exports imposed by the Government of the Federal Republic of Germany last November present participants in this large important international fair with the additional opportunity to increase exports in the valuable German market.

High-quality attendance at first Stone Industries Exhibition

THE FIRST British Stone Industries Exhibition, which closed on March 27, drew 5,444 visitors – mainly from the building, construction and interior decoration industries, architects and builders' suppliers, report the organizers, who state that there was general agreement amongst exhibitors as to the high quality of the attendance. Visitors from overseas numbered just over 600, representing 38 countries.

A high level of activity was maintained on the stands throughout the period of the exhibition. The total of orders and inquiries reported was £429,070, made up of £264,180 worth of inquiries from the United Kingdom; £42,450 worth of firm orders from the United Kingdom; £98,490 worth of export inquiries and £23,950 worth of firm export orders.

The organizers point out however, that the actual figure for business at the exhibition was certainly higher – many exhibitors being unable to provide figures. The quoted figures represent approximately 50 per cent of the participating firms.

One hundred companies were represented at Stonex on 70 stands, about 25 per cent of them from abroad.

The exhibition was formally opened by Sir Hugh Wilson, president of The Royal Institute Of British Architects, who pointed out that it was often difficult to obtain information about any but the best-known stones; Stonex was a step in the right direction in filling this need. Other prominent visitors to Stonex '69 included the Italian Trade Commissioner and a delegation of 20 members from France, representing the leading marble and granite organizations in that country.

The next Stonex will be in the first half of 1971, and the organizers have already received requests for space from firms which did not participate in this year's exhibition.

The Stone Industries Exhibition was organized by Brintex Exhibtions Ltd., and sponsored jointly by The British Stone Federation, The Marble & Granite Association and Stone Industries.

British Pavilion at Baghdad International Fair

IN RESPONSE to requests from local agents of British firms, the Board of Trade is prepared to consider organizing a British Pavilion at the Baghdad International Fair from October 1-30. The existence of an official British Pavilion will attract an additional quota of import licences; and apart from this there may be opportunities for increased exports in certain fields.

It will be noted that the fair clashes with the Second Asian International Trade Fair at Tehran (October 5-24) and that it lasts for 30 days. Direct representation by firms in the United Kingdom will be very welcome; but firms with agents in Baghad may prefer to arrange with these agents to represent them in the British Pavilion.

Firms participating, directly or through their agents, will be charged 25s. per square foot for space, with shell stand, inside the pavilion and 10s. per square foot for outside space, prepared for exhibition. United Kingdom firms interested should *without delay* approach the Trade Fairs Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, SW1 – Mr. Edmondson or Mr. Harding (Tel. 222 7877, Ext. 2787 or 3348); their agents may, if preferred, make a direct approach to the Commercial Department of the British Embassy in Baghdad.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochure is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Trade Fairs in Poland, 1969

THE ANNUAL Poznan International Trade Fair will be held from June 8-17. The Board of Trade have as in previous years made arrangements for a British pavilion. This year the British exhibitors will occupy 79 stands (representing over 130 firms).

The pavilion will consist of two large halls with a total area of 40,000 square feet, and an adjoining outside site of 20,000 square feet. The Fair attracts the leading people in the Polish commercial field and provides an excellent opportunity for making contacts with the various sectors of Polish industry.

British exhibitions in Poland in 1969 got off to a good start with a British Engineering Week in Warsaw between February 17-23, which was organized by the London Chamber of Commerce. Forty-one firms attended what proved to be a very successful event.

An indication of the increasing activity of Anglo-Polish trade is given by the numbers of business visitors to each country. In 1968 a total of 4,371 British businessmen visited Poland, while 2,078 Polish businessmen visited the United Kingdom. 1969 promises to be even busier. In January alone 440 businessmen from the United Kingdom went to Poland, and there were 165 visitors from Poland to the United Kingdom.

7,500 visitors for Effluent & Water Treatment Exhibition

THE 1969 Effluent & Water Treatment Exhibition, which closed at Earls Court, London, on March 28 after a four-day run, attracted a total attendance of 7,604. Despite initial labour difficulties the event was described by the organizers as 'the most successful in the history of the series so far'.

Overseas visitor attendance was approximately 500, representing 28 countries, and business on the stands remained at a consistently high level throughout the opening period. The total of business reported to the organizers was £3,773,610 – the highest known figure for the event. This was made up of £2,231,000 worth of United Kingdom inquiries; £244,770 worth of United Kingdom firm orders; £1,130,000 worth of export inquiries and £167,840 worth of export firm orders.

This year's event was the largest on record, with 77 exhibitors occupying some 30,000 square feet. The atmosphere was described as 'one of cheerful optimism throughout' and most stands reported a better level of inquiries that at any previous appearance.

The next Effluent & Water Treatment Exhibition will be in March 1971, at Earls Court. The show is organized by Thunderbird Enterprises Ltd. – a subsidiary of Brintex Exhibitions Ltd.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Ghana

AN AGREEMENT was recently signed in Accra between the governments of Ghana and the United Kingdom on an interest-free loan of £2 million for the purchase of British goods and services, and as a contribution towards the cost of development projects to be agreed between the two countries. The loan has a maturity of 25 years on the repayment of capital and is the first instalment of British financial aid to Ghana in 1969/70.

After taking into account the carry over of disbursements from the 1968 loan, British financial aid to Ghana in 1969/70 is expected to total £4 million.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064), quoting reference No. CRE 19945/G.

Double taxation

THE BOARD OF INLAND REVENUE announce that the following were published on April 15 as schedules to draft Orders in Council:

The Double Taxation Convention with Norway, which was signed on January 22, 1969; and

The Double Taxation Convention with Japan, which was signed on February 10, 1969.

France and Denmark

THE FRENCH *Moniteur du Commerce International* of March 31 announced that the trade agreement of May 29, 1959, between France and Denmark has again been renewed by an exchange of letters dated February 28, 1969, with effect from January 1, 1969, and published details of the quotas for this year.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

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France and Pakistan

THE FRENCH *Moniteur du Commerce International* of March 13 announced that a Financial Protocol between France and Pakistan was signed in Paris on February 18. The purpose of the protocol is to facilitate economic development in Pakistan and the total amount of French credit involved will be in the region of Fr. 75 million (approximately £6,300,000) intended to finance the purchasing of French goods and services.

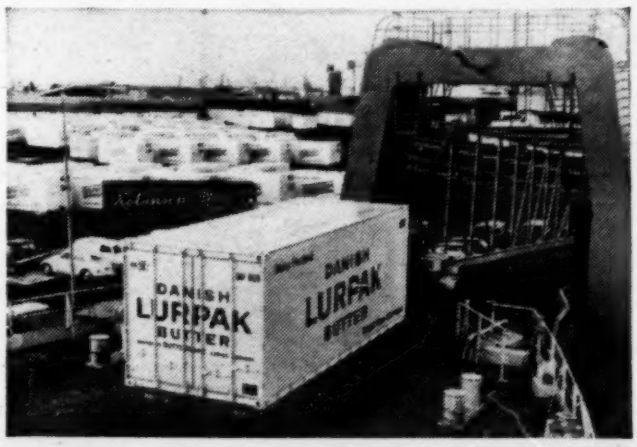
Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

France and East Germany

THE FRENCH *Moniteur du Commerce International* of March 10 announced that the Trade Arrangement of December 11, 1962 between France and East Germany has been extended to cover the period January 1 to December 31, 1969 and gave details of the quota arrangements for this period.

The list of goods to be imported from East Germany includes office machines, printing machines, machine tools, cables, machinery and mechanical appliances and parts, measuring instruments, chemical products, horses for slaughter, and mutton, while French exports to Eastern Germany include agricultural products, industrial installations and equipment, machine tools, cars, consumer goods and semi-processed goods for various industries.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.



The Danish Butter Export Board has bought 25 Crane Fruehauf insulated containers for the shipment of dairy produce from Denmark to the United Kingdom. Loaded at dairies in Denmark, the butter containers are shipped through the container terminal at Esbjerg, via the container transportation ships 'Suffolk' or 'Somerset', arriving in the United Kingdom through the ports of Harwich, Grimsby or Felixstowe.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

AUSTRALIA

Bulletin 71/69

DEPARTMENT OF SUPPLY:
*16s. **Machining Centre.** (Further Information.) E.S.B. 15190/69/J.

STATE ELECTRICITY COMMISSION OF VICTORIA:
*21s. **Conductor Wire.** (Further Information.) E.S.B. 15710/69/J.

MELBOURNE HARBOUR TRUST COMMISSION:
*9s. **Crane.** (Further Information.) E.S.B. 14428/69/J.

Bulletin 72/69

POSTMASTER-GENERAL'S DEPARTMENT:
*9s. **Radio Telephones, Batteries, Battery Charger.** (Further Information.) E.S.B. 15718/69/J.
*5s. **Electrical Testing Equipment.** (Further Information.) E.S.B. 15719/69/J.
*6s. **Valve Parts and Connectors.** (Further Information.) E.S.B. 15720/69/J.

Bulletin 73/69

CHIEF PURCHASING OFFICER, OVERSEAS TELECOMMUNICATIONS COMMISSION:
Pen Recorders and Matching Amplifiers. May 8. E.S.B. 15954/69/J.

BELGIUM

Bulletin 74/69

SHAPE:
***Telephone Equipment** June 24. E.S.B. 15966/69/J.

BRAZIL

Bulletin 71/69

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
*148s. **Construction Equipment and Tools.** (Further Information.) E.S.B. 15133/69/J.

Bulletin 75/69

COMPANHIA FORCA E LUZ DO PARANA DE COMPRAS:
*141s. **Transformers.** June 2. E.S.B. 15967/69/J.

CANADA

Bulletin 75/69

MANITOBA HYDRO ELECTRIC BOARD:
Steel Transmission Towers. May 15. E.S.B. 16250/69/J.

CEYLON

Bulletin 71/69

MINISTRY OF LAND IRRIGATION AND POWER:
*36s. **Electrical Equipment.** (Further Information.) E.S.B. 15137/69/J.

Bulletin 72/69

CEYLON OIL AND FAT CORPORATION:
*7s. **Fish and Meat Meal.** (Further Information.) E.S.B. 15138/69/J.

STATE HARDWARE CORPORATION:
*9s. **Brass and Steel Bars.** (Further Information.) E.S.B. 14396/69/J.

Bulletin 73/69

TENDER BOARD:
*10s. **MS Plates.** (Further Information.) E.S.B. 15135/69/J.

STATE ENGINEERING CORPORATION:
Wire Rope. May 10. E.S.B. 15960/69/J.
Conduit Pipes. May 10. E.S.B. 15962/69/J.

EASTERN PAPER MILL CORPORATION:
Newsprint. July 10. E.S.B. 15964/69/J.

CHILE

Bulletin 72/69

EMPRESA NACIONAL DE ELECTRICIDAD SA:
*36s. **Suspension Insulators.** May 28. E.S.B. 15939/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 73/69

DCMP BUREAU D'ACHAT:
*2s (Documents in French.) **Pharmaceuticals.** May 16. E.S.B. 15953/69/J.

CYPRUS

Bulletin 71/69

ELECTRICITY AUTHORITY OF CYPRUS:
*6s. **Switchgear.** (Further Information.) E.S.B. 12257/69/J.

Bulletin 72/69

TENDER BOARD TREASURY HEADQUARTERS:
*4s. **Handling and Loading Equipment** May 10. E.S.B. 15944/69/J.

ETHIOPIA

Bulletin 72/69

ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
*15s. **Switchgear.** May 22. E.S.B. 15902/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

HE Abbas Gholi Neysari (left), chairman of the Irano British Bank, opened the bank's new head office in Teheran last month, at a ceremony attended by 250 prominent Iranian and foreign guests, including Sir Denis Wright, the British ambassador. The business of the Irano British Bank, in which the Chartered Bank Group has a 49 per cent shareholding, has expanded considerably in recent years. It has 11 branches in Teheran and other major centres of trade in Iran. With Mr. Neysari are (left to right) Miss Neysari, Dr. E. Ahari, Mrs. Neysari and Mr. G. R. Minai.

INDIA

Bulletin 72/69

CALCUTTA ELECTRIC SUPPLY CORPORATION LTD:
*17s. **Cables, Jointing Materials and Accessories** (Further Information.) E.S.B. 13462/69/J.

HINDUSTAN COPPER LTD:
Spectrophotometer. June 11. E.S.B. 15759/69/J.
Machine Tools. June 10. E.S.B. 15758/69/J.
Refractive Index Liquids June 12. E.S.B. 15760/69/J.
Balances. June 13. E.S.B. 15761/69/J.
Calculating Machines. June 16. E.S.B. 15762/69/J.
Magnetometer. June 5. E.S.B. 15755/69/J.
Spectrophotometer Salt June 6. E.S.B. 15754/69/J.
Pulveriser. June 7. E.S.B. 15756/69/J.
Sampling Rifflers. June 9. E.S.B. 15757/69/J.
Microscopes. June 17. E.S.B. 15772/69/J.

BHAKRA DAM PROJECT:
*1s **Nickel Shot.** May 19. E.S.B. 15753/69/J.

BEAS PROJECT:
Oxygen Gas Cylinder Testing Equipment and Pumps. July 10. E.S.B. 15773/69/J.

Bulletin 74/69

BHABHA ATOMIC RESEARCH CENTRE:
Terminal Transfer. May 29. E.S.B. 16207/69/J.
Pulse Amplifier; Preamplifier Analyser. May 28. E.S.B. 16205/69/J.
Electronic Desk Calculator May 26. E.S.B. 16201/69/J.
Spherometer. May 26. E.S.B. 16202/69/J.
Log Potentiometric Recorder. May 27. E.S.B. 16203/69/J.
Digital Data Processor. May 27. E.S.B. 16204/69/J.
Timer Sealer; Modular System Bin. May 28. E.S.B. 16206/69/J.

Bulletin 75/69

BHARAT HEAVY ELECTRICALS LTD:
Press Tool for Blanking. May 8. E.S.B. 15986/69/J.
Vacuum Meter. May 21. E.S.B. 15988/69/J.

BHAKRA MANAGEMENT BOARD:
*84s. **Transformers.** June 30. E.S.B. 16210/69/J.

IRAN

Bulletin 74/69

IRANIAN STATE RAILWAYS:
*9s **Oil Meters.** June 11. E.S.B. 16208/69/J.

Bulletin 75/69

14s. **Rail Anchor; Clips.** June 4. E.S.B. 16209/69/J.

IRAQ

Bulletin 74/69

GOVERNMENT PURCHASING BOARD:
*1s. **Sisal Bags.** May 15. E.S.B. 16000/69/J.

Bulletin 75/69

*2s. **Tea Blending and Packing Plant.** May 31. E.S.B. 16226/69/J.

JORDAN

Bulletin 71/69

JORDAN IRON AND STEEL INDUSTRY CO LTD:
*2s **Steel.** Closing date unspecified. E.S.B. 15734/69/J.

(*Continued on page* 1213)

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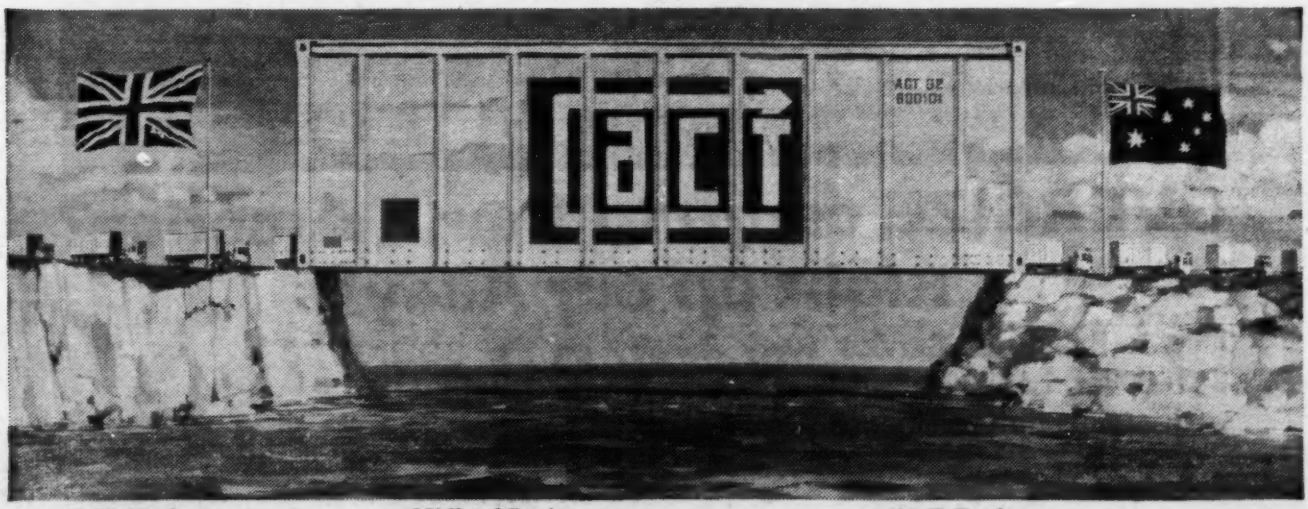

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London Region
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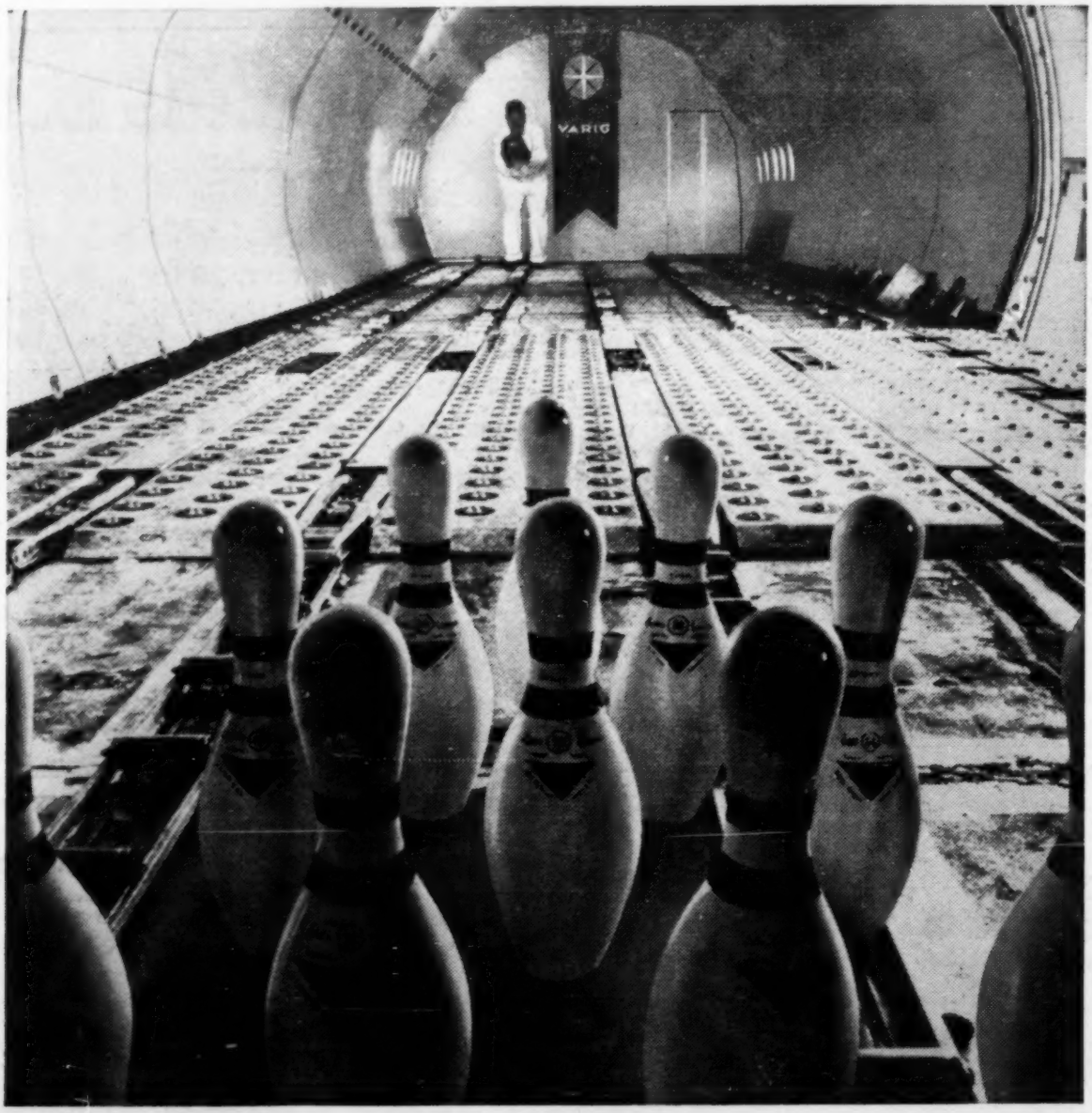
N. E. Region
Wakefield Road, Stourton, Leeds, 10.
Tel: 0532 74026

Scottish Region
Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 22414



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Bulletin 72/69
JORDAN FISHERIES CO LTD:
Vehicles. May 15. E.S.B. 15736/69/J.
JORDAN PETROLEUM REFINERY CO.:
*36s. **Substation,** May 13. E.S.B. 15767/69/J.

KOREA

Bulletin 73/69
OFFICE OF SUPPLY:
Diesel Railcar Spare Parts. May 8. E.S.B. 15945/69/J.

LEBANON

Bulletin 72/69
DIRECTORATE OF CIVIL AVIATION:
Fire Fighting and Aircraft Rescue Vehicle and Equipment. (Further Information.) Closing date postponed to May 2. E.S.B. 5834/69/J.

Bulletin 73/69
*6s. (Documents in French). **Multi-Channel Magnetic Recorder.** May 15. E.S.B. 15965/69/J.

LIBYA

Bulletin 71/69
MINISTRY OF COMMUNICATIONS:
*4s. **Airport Terminal Buildings.** (Pre-qualification.) May 31. E.S.B. 15732/69/J.

Bulletin 73/69
MINISTRY OF PUBLIC WORKS:
Power Cable. May 15. E.S.B. 15946/69/J.

MALAYSIA

Bulletin 72/69
FEDERAL CENTRAL TENDERS BOARD:
*5s. **Excavators.** June 9. E.S.B. 15935/69/J.

Bulletin 75/69
FEDERAL LAND DEVELOPMENT AUTHORITY:
*15s. **Land Development Project.** June 30. E.S.B. 15981/69/J.
*9s. **Construction of Oil Palm Mills.** June 30. E.S.B. 15982/69/J.
SABAH STATE RAILWAYS:
Lathe. (Further Information.) Closing date postponed to May 19. E.S.B. 7307/69/J.

MALTA

Bulletin 72/69
TREASURY:
*Dressings. (Further Information.) E.S.B. 14440/69/J.
*Aluminium Capping Foil. (Further Information.) E.S.B. 14439/69/J.
*Wooden Telephone Poles. May 8. E.S.B. 15948/69/J.
*Polycthylene Twine. May 8. E.S.B. 15949/69/J.

NEW ZEALAND

Bulletin 72/69
POST OFFICE HEADQUARTERS:
*3s. **Radio Valves.** May 7. E.S.B. 15903/69/J.
WELLINGTON CITY CORPORATION:
*26s. **Cable.** May 13. E.S.B. 15745/69/J.

Bulletin 75/69
DUNEDIN CITY CORPORATION:
Cable. June 27. E.S.B. 16242/69/J.
POST OFFICE HEADQUARTERS:
*4s. **Valves and Transistors,** May 20. E.S.B. 16241/69/J.
*4s. **Hand Tools.** May 14. E.S.B. 16243/69/J.
*3s. **Sensitized Cloth.** May 9. E.S.B. 16244/69/J.

PAKISTAN

Bulletin 72/69
LAHORE IMPROVEMENT TRUST:
*120s. **Pumps.** (Further Information.) Closing date postponed to May 21. E.S.B. 7028/69/J.
*1s. **Water Pipes.** (Further Information.) Closing date postponed to May 19. E.S.B. 7029/69/J.

Bulletin 74/69
DIRECTOR OF SUPPLY:
*9s. **Stalking Machine and Spares; Press.** May 8. E.S.B. 16231/69/J.
*22s. **Workshop Machinery.** July 14. E.S.B. 16238/69/J.

Bulletin 75/69
KARACHI SHIPYARD AND ENGINEERING WORKS LTD:
Ferro Silicon. May 12. E.S.B. 16721/69/J.

SINGAPORE

Bulletin 73/69
PUBLIC UTILITIES BOARD:
*9s **Swivel Type Ferrules.** May 13. E.S.B. 15959/69/J.

Bulletin 75/69
Electrical Cables and Accessories. June 30 and July 7. E.S.B. 16248/69/J.

SOUTH AFRICA

Bulletin 71/69
STATE TENDER BOARD:
*23s. **Pumps.** May 8. E.S.B. 15733/69/J.

Bulletin 72/69
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION LTD:
*152s **Steel Plate Treatment Plant.** June 16. E.S.B. 15938/69J.
STATE TENDER BOARD:
*14s **Diesel Engines.** May 8. E.S.B. 15798/69/J.
*43s. **Diamond Core Drilling Equipment and Accessories.** May 8. E.S.B. 15799/69/J
*35s. **Diamond Core Drilling Equipment and Accessories.** May 8 E.S.B. 15901/69/J.

Bulletin 75/69
CAPE PROVINCIAL TENDER BOARD:
*6s. **Steel Furniture.** May 13. E.S.B. 16260/69/J.
*4s. **Hospital Steel Furniture** May 13. E.S.B. 16261/69/J.
*3s. **Needles; Press Studs; Tape Measures.** May 9. E.S.B. 16265/69/J.
SOUTH AFRICAN RAILWAYS:
Electric Railway Coaches. July 4. E.S.B. 16247/69/J
STATE TENDER BOARD:
*14s. **Stationery** May 12. E.S.B. 16710/69/J.

SPAIN

Bulletin 73/69
MINISTERIO DE OBRAS PUBLICAS:
Contractors Plant Machinery; Vehicles. May 16. E.S.B. 15943/69/J.

SWITZERLAND

Bulletin 75/69
EUROPEAN CENTRE FOR NUCLEAR POWER (CERN):
Steel Plates. Closing date not known. E.S.B. 16245/69/J.

TAIWAN

Bulletin 74/69
CENTRAL TRUST OF CHINA.
*3s. **Carbon Steel Tin Tubes.** May 13. E.S.B. 16212/69/J.
*9s. **Line Construction and Maintenance Truck** June 5. E.S.B. 15973/69/J.
*3s. **Steel Beams and Pipes** May 13. E.S.B. 15975/69/J.
*2s. **Communications Equipment.** June 1. E.S.B. 15791/69/J.
*4s. **Tractors; Vibrating Rollers** June 2. E.S.B. 15995/69/J.
*2s. **Tools and Equipment for Installing Oil-filled Cable.** May 12. E.S.B. 15996/69/J.
*3s. **Relays; Shunts.** May 10. E.S.B. 15997/69/J.
*3s. **Defluorinated Calcium Phosphate.** June 4. E.S.B. 15998/69/J.
*3s. **Letterpress; Printing Plate Processing Equipment.** June 3. E.S.B. 15999/69/J.
*4s. **Vacuum Tube; Transistor.** May 9. E.S.B. 15789/69/J.

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*3s. **Medical Supplies and Equipment.** June 10. E.S.B. 15977/69/J.
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THAILAND

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ROYAL IRRIGATION DEPARTMENT:
*32s. **Surveying Equipment, Ambulance.** (Further Information.) E.S.B. 14464/69/J.
*62s. **Workshop and Communication Equipment.** May 13. E.S.B. 15728/69/J.

Bulletin 72/69
DIRECTORATE OF AIR ENGINEERING:
*5s. **Grinding Machine.** May 20. E.S.B. 15768/69/J.

Bulletin 75/69
STATE RAILWAY OF THAILAND, YOD-SE:
1s **Lathe,** May 16. E.S.B. 16276/69/J.
Transformer. May 8. E.S.B. 16277/69/J.
Grinders May 7. E.S.B. 16279/69/J.
Cable May 7. E.S.B. 16280/69/J.
1s. **Files; Drill Bits.** May 8. E.S.B. 16281/69/J.
1s. **Electrical Materials,** May 12. E.S.B. 16282/69/J.
Split Cotter. May 12. E.S.B. 16283/69/J.
Augers May 13. E.S.B. 16284/69/J.
Electric Light Bulbs. May 8. E.S.B. 15990/69/J.

TURKEY

Bulletin 72/69
AIR FORCES COMMAND:
*6s **Tool Grinder.** May 15. E.S.B. 1575/69/J.
*4s. **Furnace.** May 13. E.S.B. 15752/69/J
TURKISH RADIO AND TELEVISION ASSOCIATION:
*12s. **Insulators.** May 16. E.S.B. 15749/69/J.

BANK OF PROVINCES:
*45s. **Generating Set.** (Further Information.) E.S.B. 14421/69/J
AIR FORCES COMMAND:
*4s. **Surface Tester.** May 15. E.S.B. 15932/69/J.
GENERAL DIRECTORATE OF PTT:
*24s **Teleprinter Equipment.** May 29. E.S.B. 15912/69/J.
AIR FORCES COMMAND:
*5s. **Coil Winding Machine.** May 15. E.S.B. 15771/69/J.
*5s. **Boring and Milling Machine,** May 15. E.S.B. 15770/69/J.
*4s. **Reboring Machine.** May 15. E.S.B. 15769/69/J.
*5s. **Copier Lathe.** May 15. E.S.B. 15747/69/J.
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PTT ADMINISTRATION:
*18s. **Closed Circuit TV.** May 30. E.S.B. 15936/69/J.
STATE HYDRAULIC WORKS:
*Electrical and Fuel Injection Spare Parts. May 12. E.S.B. 15934/69/J.
Turbines and Auxiliary Equipment. May 9. E.S.B. 15935/69/J.
LAND FORCES COMMAND:
*15s. **Fibreglass** May 20. E.S.B. 15910/69/J.

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ANKARA ELECTRICITY GAS AND BUS ADMINISTRATION:
*26s. **Electricity Distribution Network Study.** December 6. E.S.B. 15800/69/J.

Bulletin 75/69
ETIBANK, GENEL MUDURLUGU:
Radio Communication Equipment (Further Information.) E.S.B. 14423/69/J.

UAR (EGYPT)

Bulletin 74/69
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Hanging Machines. First call April 30. 2nd call May May 10. E.S.B. 15919/69/J.

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Steel Pipes. May 13. E.S.B. 15917/69/J.
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VIETNAM

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INA INDUSTRIJA NAFTE:
*1s. (Press Notice.) **Polystyrol Machinery.** Closing date not known. E.S.B. 15168/69/J
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Inquiry for fertilisers; insecticides; medicines. E.S.B. 14772/69/J.

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Inquiry for engineering supplies; pipeline equipment; power transmission; scientific and industrial instruments; valves; wood-working machinery. E.S.B. 15541/69/J.

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Agency inquiry for golf equipment. E.S.B. 15548/69/J.

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Agency inquiry for furniture hardware. E.S.B. 15652/69/J.
Special Advisory Authority – men's and boys' knitted shirts. C.R.E. 642/69/J.

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AUSTRIA

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Inquiry for haberdashery; men's clothing accessories. E.S.B. 15282/69/J.

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Inquiry for curtain rail accessories; garage doors; spring rollers; venetian blind slats and accessories; window blind fabric. E.S.B. 15308/69/J.
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Inquiry for glass jars. E.S.B. 15679/69/J.

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Agency inquiry for computers; equipment for the medical applications of nuclear and electronic developments; scientific instruments. E.S.B. 36209/68/J.

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British Week in Vienna. E.S.B. 9969/69/J.

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Inquiry for wool. E.S.B. 27947/68/J.

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Inquiry for plastic foil and sheets. E.S.B. 16013/69/J.

BARBADOS

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Inquiry for carving and engraving machines. E.S.B. 16198/69/J.

BELGIUM

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Agency inquiry for water ozonizers. E.S.B. 15211/69/J.

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Agency inquiry for ball bearings; cereal mills; electric motors; mineral crushers; picks and shovels; wheelbarrows. E.S.B. 15368/69/J.

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Agency inquiry for packaging machinery. E.S.B. 16057/69/J.

CANADA

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Agency inquiry for machine tools; materials handling equipment; small tools. E.S.B. 11551/69/J.
Inquiry for chemicals. E.S.B. 12678/69/J.
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Inquiry for ladders. E.S.B. 13967/69/J.
Inquiry for dart boards; sports goods and clothing. E.S.B. 14567/69/J.

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Inquiry for vending machines. E.S.B. 13958/69/J.
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Inquiry for electric and oil heating units. E.S.B. 15625/69/J.
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Inquiry for wooden folding doors. E.S.B. 11867/69/J.
Inquiry for pumps and valves; semi-conductor materials. E.S.B. 16527/69/J.
Market report on hotel and restaurant supplies. E.S.B. 3187/69/J.
Inquiry for chemicals. E.S.B. 16375/69/J.

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Inquiry for security systems and devices. E.S.B. 15691/69/J.
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Agency inquiry for knitting needles. E.S.B. 15824/69/J.

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Inquiry for fabrics. E.S.B. 9164/69/J.

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Inquiry for lithographic supplies. E.S.B. 16183/69/J.

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Inquiry for bending machinery and materials; chemicals; paper; photographic equipment; printing machinery. E.S.B. 15693/69/J.

CYPRUS

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Manufacture under licence – electrical domestic appliances. E.S.B. 13756/69/J.

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Agency inquiry for cargo slings. E.S.B. 15044/69/J.

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Inquiry for rolled wire. E.S.B. 14717/69/J.

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Inquiry for carpeting. E.S.B. 16369/69/J.

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Agency inquiry for steel sheets and wire. E.S.B. 14611/69/J.

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Inquiry for soft drinks. E.S.B. 15404/69/J.

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Agency inquiry for table and wall coverings. E.S.B. 15564/69/J.

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Inquiry for bathroom and plumbing equipment; electric household apparatus. E.S.B. 16592/69/J.
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Trade and Financial Arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

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British Commercial Information Office at Hanover Trade Fair. E.S.B. 1216/G/J.
Agency inquiry for steam separators; valves; vibration absorbers. E.S.B. 14642/69/J.

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Inquiry for copper foil and powder. E.S.B. 15411/69/J.
Inquiry for yarn. E.S.B. 15078/69/J.
Inquiry for steel rounds. E.S.B. 14791/69/J.
Inquiry for chemicals; gelatine. E.S.B. 14794/69/J.

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Inquiry for calibrated glass tubes. E.S.B. 14887/69/J.
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Inquiry for yarns. E.S.B. 15589/69/J.
Inquiry for furniture; furnishing items. E.S.B. 16307/69/J.
Industrial Development Corporation Creditors. E.S.B. 1209/G/J.

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Import Opportunity – Foodstuffs. E.S.B. 1209/G/J.

GHANA

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Inquiry for carpets; fabrics; stationery; suitings; hand tools. E.S.B. 13574/69/J.

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Import Licensing Requirements. E.S.B. 1209/G/J.

GREECE

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Agency inquiry for synthetic fibres and tops. E.S.B. 15087/69/J.
Agency inquiry for scientific instruments. E.S.B. 13631/69/J.
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Agency inquiry for alarm clocks; dry goods; cricket balls; fountain pens; haberdashery; hardware goods; polishes; wooden clothes pegs. E.S.B. 13059/69/J.

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Inquiry for iron billets. E.S.B. 16002/69/J.

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Inquiry for feather purifying machine; plucking machines. E.S.B. 1788/69/J.

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Agency inquiry for cranes; gantries; hoists; conveyors etc. mechanical handling equipment. E.S.B. 11322/69/J.
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Surgical Technical Exhibition. E.S.B. 1209/G/J.

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Inquiry for marine paints. E.S.B. 13720/69/J.

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Agency inquiry for screw compressors; tunnels for quick freezing. E.S.B. 10715/69/J.
Inquiry for contacts; insulators. E.S.B. 23224/68/J.
Inquiry for bedspreads; carpets and rugs; candlewick material; furnishing and upholstery fabrics. E.S.B. 12708/69/J.
Inquiry for air-conditioning equipment; burners; cold storage equipment; electrical and telephone industries; electro-mechanical equipment for metal furniture; stoves. E.S.B. 38527/68/J.

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Agency inquiry for dental equipment and supplies. E.S.B. 14900/69/J.
Manufacture under licence – special purpose machine tools. E.S.B. 46892/68/J.
Inquiry for maps. E.S.B. 15651/69/J.
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Agency inquiry for air-cushioned vehicle; pumps; welding machines. E.S.B. 37244/68/J.

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Agency inquiry for frozen foods. E.S.B. 15365/69/J.

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Inquiry for heat sealers. E.S.B. 16552/69/J.

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Inquiry for textile seconds. E.S.B. 15222/69/J.

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Agency inquiry for cellulose acetate packing material; plastics machinery; printing machinery; transparent polyester film; upholstery fabrics. E.S.B. 14778/69/J.
Inquiry for automobile and marine accessories. E.S.B. 15515/69/J.
Inquiry for leather; plastic sheeting. E.S.B. 15487/69/J.

Bulletin 72/69
Inquiry for boiler tubing; steel pipes. E.S.B. 15331/69/J.

NEW ZEALAND

Bulletin 72/69
Agency inquiry for bellows; couplings; magnetic valves; metallic joints; metallic tubing; timing instruments. E.S.B. 5332/69/J.
Manufacture under licence – liquid level controls; liquid level indicators; pressure switches. E.S.B. 5332/69/J.

PAKISTAN

Bulletin 72/69
*6s. Agency inquiry for hospital sanitaryware. E.S.B. 7635/68/J.

Bulletin 75/69
Inquiry for agricultural implements. E.S.B. 15663/69/J.

(Continued on next page)

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AGENCY INQUIRIES, *continued*

PERU

Bulletin 71/69
Inquiry for crane. E.S.B. 9172/69/J.

POLAND

Bulletin 73/69
Inquiry for finishes for concrete panels. E.S.B. 15525/69/J.

PORTUGAL

Bulletin 72/69
Agency inquiry for internal combustion engines; irrigation pumps; sanitaryware; galvanized iron sheets; zinc sheets. E.S.B. 15201/69/J.
Agency inquiry for plate freezers; milk pasteurizing plant and equipment. E.S.B. 14954/69/J.

Bulletin 73/69
Agency inquiry for floor polishers; television receivers; vacuum cleaners. E.S.B. 15410/69/J.

RUMANIA

Bulletin 74/69
Inquiry for car service station. E.S.B. 14612/69/J.

RUMANIA/NIGERIA

Bulletin 71/69
Trade Agreement. E.S.B. 1209/G/J.

RUMANIA/REPUBLIC OF CENTRAL AFRICA

Bulletin 71/69
Trade Agreement. E.S.B. 1209/G/J.

ST. KITTS – NEVIS

Bulletin 74/69
Agency inquiry for kitchen equipment and supplies; room furnishings; sanitaryware; sewage disposal equipment; sewage pipes. E.S.B. 13913/69/J.

SIERRA LEONE

Bulletin 73/69
Agency inquiry for shoes. E.S.B. 15398/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 73/69
Inquiry for continuous solvent coconut oil and refined cooking oil plant. E.S.B. 15524/69/J.
Agency inquiry for suitings. E.S.B. 15655/69/J.

Bulletin 74/69
Inquiry for packing materials. E.S.B. 15849/69/J.

SOUTH AFRICA

Bulletin 73/69
Agency inquiry for chemicals and raw materials for the food industry; packaged food products; packaging machinery. E.S.B. 14904/69/J.

Bulletin 74/69
Agency inquiry for domestic electrical equipment; radios and amplifiers; speakers; tape recorders; turntables. E.S.B. 14952/69/J.
Agency inquiry for fancy goods; gift wrappings; greetings cards; stationery; toys. E.S.B. 6310/69/J.

SPAIN

Bulletin 71/69
Inquiry for electric appliances and equipment; motor car accessories. E.S.B. 14249/69/J.

Bulletin 72/69
Inquiry for pickled lambskin; raw lambskin. E.S.B. 16038/69/J.

Bulletin 73/69
Agency inquiry for water sterilizers for hospitals. E.S.B. 15441/69/J.
Agency inquiry for communication equipment; condensers; electronic components; fuses. E.S.B. 15516/69/J.

SWEDEN

Bulletin 71/69
Agency inquiry for curling tongs; floor supports. E.S.B. 14779/69/J.
Inquiry for men's knitwear; poplin coats; suitings and ties. E.S.B. 15445/69/J.

Bulletin 73/69
Agency inquiry for 'do-it-yourself' kits. E.S.B. 15372/69/J.

Bulletin 74/69
Agency inquiry for bedsocks; housecoats; lingerie. E.S.B. 15444/69/J.
Agency inquiry for chemicals and raw materials for the paper, paint and plastics industries; disposable hospital goods. E.S.B. 15290/69/J.
Inquiry for synthetic lining fabric for footwear. E.S.B. 15499/69/J.
Agency inquiry for sandals and slippers. E.S.B. 15332/69/J.
Inquiry for leathers and skins. E.S.B. 15443/69/J.
Inquiry for protective clothing. E.S.B. 16320/69/J.
Inquiry for brass eyelets. E.S.B. 16337/69/J.

Bulletin 75/69
Agency inquiry for plastic film; screen printing inks and utensils. E.S.B. 15638/69/J.

Bulletin 76/69
Inquiry for men's hosiery and knitwear. E.S.B. 15333/69/J.

SWITZERLAND

Bulletin 71/69
Inquiry for wire. E.S.B. 13915/69/J.

Bulletin 72/69
Agency inquiry for whisky and spirits. E.S.B. 15068/69/J.
Manufacture under licence in Britain – refuse collection lorries and lifting platforms. E.S.B. 12735/69/J.
Inquiry for refuse incineration plants. E.S.B. 12735/69/J.
Inquiry for agitators; mixers; separators. E.S.B. 15491/69/J.
Inquiry for extractor ventilators. E.S.B. 15436/69/J.
Agency inquiry for paper underwear. E.S.B. 15606/69/J.
Inquiry for rubber cement cleaning rolls. E.S.B. 14540/69/J.
Agency inquiry for electric motors. E.S.B. 11656/69/J.

Bulletin 73/69
Inquiry for bottles; whisky. E.S.B. 15832/69/J.
Agency inquiry in respect of consultancy services. E.S.B. 11643/69/J.
Agency inquiry for fur coats; knitwear; women's clothing. E.S.B. 2136/69/J.
Agency inquiry for cranes. E.S.B. 15590/69/J.
Agency inquiry for novelty items; toys. E.S.B. 15477/69/J.
Agency inquiry for electronic components. E.S.B. 15635/69/J.
Inquiry for rum; whisky. E.S.B. 16123/69/J.

Bulletin 74/69
Inquiry for fire engines; fire fighting equipment. E.S.B. 15608/69/J.
Inquiry for spectrographs; spectral photometers; telephone equipment; telecommunication measuring and testing instruments. E.S.B. 16349/69/J.
Agency inquiry for carpet squares; electrical appliances. E.S.B. 15598/69/J.

Bulletin 75/69
Agency inquiry for electro-medical equipment and instruments. E.S.B. 16347/69/J.
Inquiry for construction site machinery; mobile cabins; prefabricated huts. E.S.B. 15628/69/J.
Inquiry for printing machines; photo-composing machines. E.S.B. 16452/69/J.
Agency inquiry for men's, women's and children's clothing. E.S.B. 15595/69/J.
Agency inquiry for airborne electronics; computers and accessories; infra-red units; laser equipment; nucleonic equipment; office communication equipment; radar; radio telephone and ground/air communications equipment; transmitters. E.S.B. 4029/69/J.

Bulletin 76/69
Inquiry for hand tools; novelties. E.S.B. 16631/69/J.

THAILAND

Bulletin 71/69
Agency inquiry for cables; flourescent ballasts and tubes. E.S.B. 15285/69/J.

TRINIDAD/TOBAGO

Bulletin 75/69
Agency inquiry for bath infill panels and screws. E.S.B. 16191/69/J.

TURKEY

Bulletin 72/69
*137s. Inquiry for fuel and water storage systems; pumps; fire fighting and alarm systems; diesel generator sets and equipment; laboratory equipment; panels; power; lighting and telephone equipment; hand lamps; cathodic protection materials and measuring equipment. E.S.B. 3319/69/J.

Bulletin 74/69
Manufacture under licence – gaskets; oil seals. E.S.B. 43451/68/J.

Bulletin 76/69
Inquiry for plant machinery. E.S.B. 16099/69/J.

UGANDA

Bulletin 73/69
Inquiry for ash trays; brush and comb manicure sets; cutlery; glassware; kitchenware; lighters; mirrors; tabel linen; towels. E.S.B. 16042/69/J.

Bulletin 74/69
Inquiry for cloth labels. E.S.B. 5129/69/J.
Inquiry for agricultural implements; bathroom fittings; canvas; crockery; pipes and pipe fittings; sanitaryware; steel plates; joints and angels; wall tiles; wire. E.S.B. 6924/69/J.

Bulletin 75/69
Inquiry for building materials. E.S.B. 15327/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 73/69
Inquiry for jointings producing machinery; protective glove producing machinery. E.S.B. 16018/69/J.

Bulletin 74/69
Inquiry for nitric acid. E.S.B. 16004/69/J.

Bulletin 75/69
1s. each item. Inquiry for foundry cokes; pig iron. E.S.B. 16365/69/J.

UNITED STATES OF AMERICA

Bulletin 71/69
Visits by British overseas commercial representatives. E.S.B. 6865/66/J.
Inquiry for hairdressing and beauty equipment. E.S.B. 15355/69/J.

Bulletin 72/69
Inquiry for plastic electrical tape. E.S.B. 15254/69/J.

Bulletin 73/69
Inquiry for car bumpers. E.S.B. 13940/69/J.
Inquiry for fasteners for aerospace industry. E.S.B. 13878/69/J.
Inquiry for church silverware. E.S.B. 14609/69/J.
Inquiry for motorcycle accessories. E.S.B. 16149/69/J.
4s. Inquiry for buses. E.S.B. 18635/68/J.
Inquiry for chinaware. E.S.B. 16007/69/J.

Bulletin 74/69
Inquiry for bathroom equipment; battery-operated items; kitchen and general domestic items. E.S.B. 8588/69/J.
1s. Inquiry for steel beams. E.S.B. 14824/69/J.
Inquiry for interior communications systems. E.S.B. 15558/69/J.

USSR

Bulletin 75/69
Public holidays in the Soviet Union. E.S.B. 1209/G/J.

YUGOSLAVIA

Bulletin 72/69
Agency inquiry for domestic electrical appliances; electric cable manufacturing equipment; machinery for textile, printing, shipbuilding and machine building industries; passenger cars; raw materials for chemical industry. E.S.B. 13893/69/J.

Bulletin 73/69
Inquiry for sewage disposal equipment. E.S.B. 15535/69/J.

Bulletin 74/69
Inquiry for transistor manufacturing plant. E.S.B. 15000/69/J.

ZAMBIA

Bulletin 73/69
Compulsory routing of imports via Dar es Salaam and Lobito. E.S.B. 31667/68/J.
Agency inquiry for hospital supplies. E.S.B. 15383/69/J.
Inquiry for curtaining materials. E.S.B. 16163/69/J.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 888 *of March* 28 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Production directors on fact finding mission to United States

Mr. M. R. Hesketh **Mr. J. K. Walton**

MR. M. R. HESKETH and Mr. J. K. Walton, production directors of James Neill and Company (Sheffield) Limited and James Neill and Company (Magnets and Steel) Limited respectively, have left for a month's fact finding tour of the United States. They are looking at manufacturing and management methods and techniques and are meeting their counterparts in a wide range of industrial organizations.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March* 14 *issue.*

Introduction of new products in Europe

COMBINED OPTICAL Industries Ltd., of Slough, are making a concentrated effort to break new ground in Europe with their well-known inspection aids, magnifiers and sun-glasses.

Mr. Denis Love, the company's marketing manager, is currently visiting France, Spain, Portugal, Germany and Italy on a three-weeks selling mission, during which he will also call on agents to acquaint them with the products which have not hitherto been sold in those countries.

Recently, Mr. R. G. Walton, COIL's sales director, visited Sweden, Denmark, Switzerland and Germany on a concentrated sales tour, a visit to the company's agents, and a market assessment of the territory.

Fruit wine sales follow African tour

MR. IAN HOWIE, managing director of Merrydown Wine Co. Ltd. has returned from a two-weeks African tour and reports that Merrydown fruit wines are prominently displayed in all stores and supermarkets in Lagos, including the French-owned ones.

His shipments to Africa of apple and other Sussex fruit wines have trebled last year's figure, he added. The new sparkling apple wine is being particularly well received. Best single day's order during his week in Lagos: 3,000 gallons of assorted fruit wines.

In Lisbon Mr. Howie appointed an agent for his martlet cider vinegar and Honegar and took a first order. Further sales were made in Accra and Tenerife.

Export manager to visit Moscow

MR. PETER R. BROWN, export manager, Evans Electroselenium Limited, makers of photo-electric scientific instruments, is going to Moscow in May to attend the 'Modern Equipment for Automation of Production Processes' exhibition. The company will be exhibiting a sophisticated range of automatic instruments for both industrial and medical uses. Also joining Mr. Brown is the company's industrial sales division manager, Mr. Ray Lovell.

Evans Electroselenium Limited have an extensive sales promotional programme in Eastern Europe and it is hoped that major orders will be secured as a result of the exhibition in Moscow next month.

Director visits the East

MR. PETER M. THROWER, director of marketing operations (South and East), is touring Australia and Far Eastern territories where Rank Xerox operates between April 13 and May 4. He is visiting Fuji Xerox (jointly owned by Rank Xerox and the Fuji Photo Film Co. of Japan, and operating companies and branches in Hong Kong, Singapore, Australia and New Zealand.

Mr. Thrower considers that the business development potential in these territories is comparable to the scope in the European Socialist countries – another area where Rank Xerox is rapidly expanding its trade. The massive growth of Fuji Xerox since its formation in 1962 underlines this opinion.

Sales tours result in £200,000 orders

AS THE result of recent visits by a sales team from Thermos Ltd. to some 40 countries in Europe, Africa and the Sub-Continent, orders for about 300,000 units with a retail value in excess of £200,000 have been placed.

Following receipt of the orders, Mr. John Day, export sales manager said: 'By preparing in-depth marketing studies of all countries visited and by developing new products, colours and packaging to suit the individual needs of specific areas, it has been possible for us to greatly increase our export sales.'

The company, which exports over 50 per cent of their current production, are expecting an increase of 40 per cent in this year's export total. The firm is now exporting to 180 countries throughout the world. Two further trips within the next three months to be carried out by members of the sales team, which is only four men strong, will complete a tour of all Thermos Limited's world markets over a 2-year period.

Biscuit export man's trip to South America

MR. GORDON HADDOCK, assistant export sales manager of Associated Biscuits Limited has left on a 2-month tour to study market conditions in South America.

He will visit Venezuela, Brazil, Uruguay, Argentine, Chile, Bolivia, Peru, Ecuador, Colombia and Panama. This is the sixth overseas business trip Mr. Haddock has made in the past two years.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record. and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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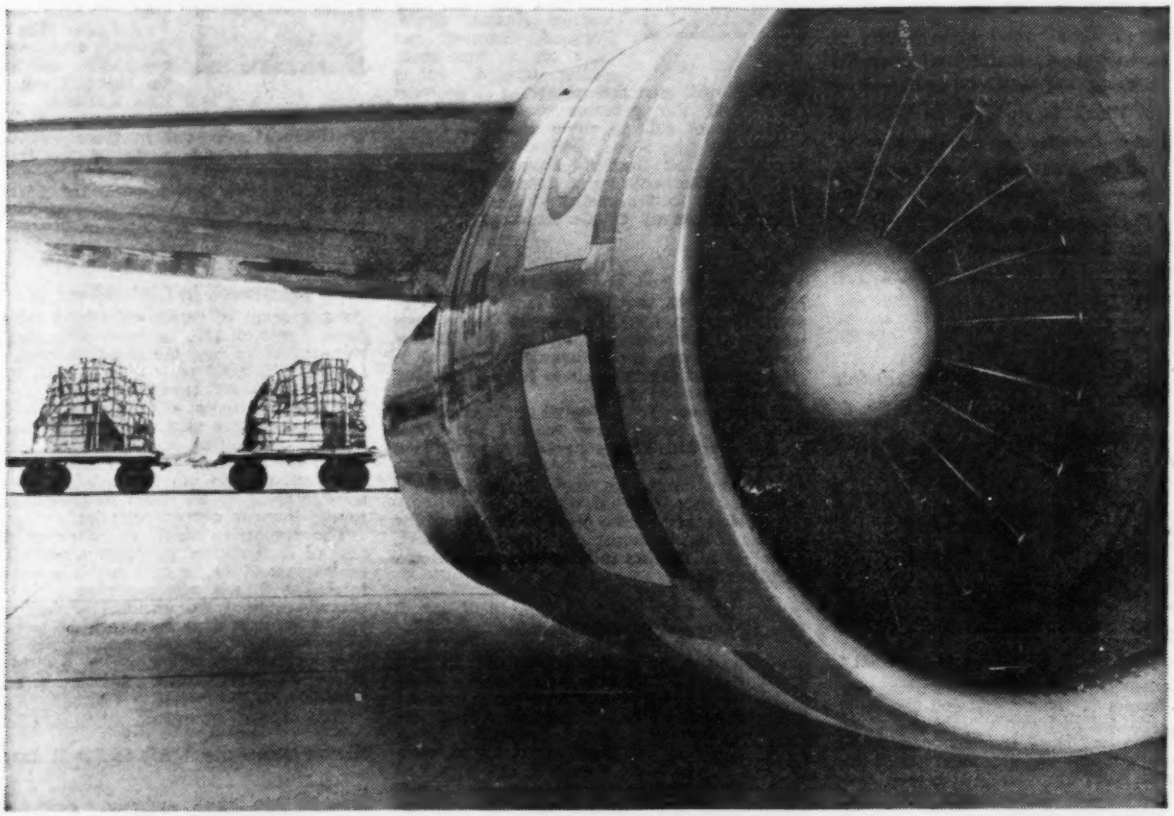

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of April 13 published the following addition to the list of fish imported from all countries other than those of the EEC, which continue to qualify under the minimum price procedure for the period stated (see *Board of Trade Journal* of March 7, 1969, page 721):

Tariff No.	Produce	Minimum price per quintal	Period of application
Price recorded at the fish market at Boulogne sur Mer:			
03.01 B I ex a	Herrings, fresh (live or dead) chilled, whole, headless or sliced:		
	Herrings in cases (weighting 40%)	(1)	August 1, 1969, to February 15, 1970
	Herrings in boxes intended for human consumption (weighting 40%)		

(1) The reference price will be fixed at a later date.

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962, and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

FRENCH OVERSEAS DEPARTMENTS

Liberalization of imports

THE FRENCH *Journal Officiel* of April 3 announced that the measures concerning the liberalization of imports (published in the *Board of Trade Journals* of November 1, 1968, page 1207, and amendments, November 8, page 1260), have been extended to cover the French Overseas Departments and are applicable to imports from and originating in the member countries of the former OEEC, the United States and Canada.

Goods classified under the following tariff numbers are no longer subject to quantitative restrictions; ex 04.05, ex 11.08, ex 15.03, ex 23.02 and ex 23.07.

The following tariff heading should be amended to read as follows:

Ex 02.01 Meat and edible offals of the animals falling within headings 01.01 to 01.04 inclusive, fresh, chilled or frozen:
Ex A Meat:
Ex I Of the horse, ass and mule species:
Ex a Of the horse species
1. Domestic
b Of the ass and mule species:
Ex IV Other:
Ex a 1. Of domestic sheep and lamb.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

GREECE

Quotas for imports of television sets

THE Foreign Trade Board has announced the quotas for imports of television sets into Greece in 1969.

Licences are being granted to Greek importers during 1969 for the import of television sets up to a ceiling of $393,000 (£163,750) for non-EEC countries. It is understood that this sum is to be divided among importers on a proportionate basis; the criterion will be the average of imports achieved by each importer during the years 1966, 1967 and 1968. It is also understood that 10 per cent of the quota is to be made available to new importers, but that such importers will in no case be given a share exceeding that of the smallest share given to an established importer.

All inquiries arising from this notice should be addressed to Board of Trade, Export Services Branch, Room E57, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

EUROPEAN COMMUNITIES

Common customs tariff of the EEC

THE *Journal Officiel des Communautés Européennes* No. L86 dated April 10, 1969 contains the text of **Regulation (CEE) No. 663/69** relating to the classification of goods under Common Customs Tariff Heading No. 15.13 (margarine, imitation lard and other prepared edible fats).

The French text of the above Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Imports from non-member countries to the EEC

THE *Board of Trade Journal* dated March 22, 1968 (page 938), contained details of goods which under the provisions of Article 115 of the Treaty of Rome, will not benefit from community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. Details of alterations to this list of products were published in the *Board of Trade Journals* dated May 10 (page 1473), June 28 (page 1978), August 23 (page 568), October 28 (page 1151), December 6 (page 1596) and February 7 (page 386).

The *Journal Officiel des Communautés Européennes* No. L87 dated April 11, 1969, contains the text of **Decision 69/104/CEE** authorizing France to levy a compensatory import tax on shrimps (Tariff Heading No. ex 16.05 B), originating in third countries other than the African and Malagasy States and the overseas countries and territories and freely circulated in the Benelux countries.

The French texts of all the Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L88 dated April 11, 1969, contains the texts of a number of Regulations granting tariff quotas to Germany for the period January 1, 1969 to December 31, 1969.

Decision No. 69/96/CEE grants a tariff quota of 30 tonnes of silk yarn not put up for retail sale (Tariff Heading No. ex 50.04), at a 4.2 per cent rate of duty.

Decision No. 69/97/CEE grants a tariff quota of 100 tonnes of yarn, spun from silk-waste ('schappe') not put up for retail sale, (Tariff Heading No. ex 50.05) at a 2.5 per cent rate of duty.

Decision No. 69/98/CEE grants a tariff quota of 5,000 tonnes of prunes (Tariff Heading No. 08.12C) at a 11.6 per cent rate of duty.

The French texts of the above Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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*Windwards only †Barbados only

Temporary exemption from import duty

UNDER ARTICLE 13 of the Swedish Customs Tariff Ordinance certain goods may enjoy temporary exemption from customs duty. The following is a complete list of the goods to which this exemption applies.

The list is valid from January 1, 1969 until June 30, 1970 and supersedes that published in the *Board of Trade Journal* on March 1, 1968 (pages 711/712).

Any inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 or 461).

Stat. No.		Commodity	Remarks
Customs Tariff Heading	Commodity Coding		
15.10	600	Fatty alcohols not chemically defined (mixtures), mainly consisting of fatty alcohols with at least 10 carbon atoms.	
28.06	300	Chlorosulphonic acid.	
29.01	601	Dodecylbenzene.	
29.04	100	Methanol.	
	701	Monohydric alcohols with at least 10 carbon atoms.	
29.11	903	Butyraldehyde.	
29.14	341	Vinyl acetate.	
	342 }	Esters of acrylic acid and methacrylic acid.	
	349 }		
29.15	130	Maleic acid, maleic anhydride and fumaric acid.	
	199	Adipic acid, azelaic acid and sebacic acid.	
	900	2H, 3H-Hexachlorobicyclo [2, 2, 1] hept-5-ene-2, 3-dicarboxylic acid (known as 'HET acid').	
		2H, 3H-Hexachlorobicyclo [2, 2, 1] hept-5-ene-2, 3-dicarboxylic anhydride.	
29.22	002	Diethylenetriamine, 1, 2-diaminoethane and triethylenetetramine.	
29.26	901	Hexamine in solid form.	
29.27	000	Acrylonitrile.	
29.30	002	Isocyanates.	
29.35	110	Furfuraldehyde and furfuryl alcohol.	
	994	Ethylpicoline and 4-picoline.	
	999	1, 6-Hexanolactam.	
38.19	920	Mixed alkylbenzenes of the kind used for the manufacture of surface-active agents.	
	999	Sulphur dispersed in oil.	
		Silicon in the form of rods, slices and the like, solely for use in the manufacture of semiconductor components.	Section 18 of the Notice on the assessment of goods to customs duty is applicable *mutatis mutandis*.
		Isocyanates, not chemically defined.	
		Mixtures consisting solely of acyclic saturated chlorofluorocarbons.	
		Crude butyraldehyde.	
39.01	302	Polycaprolactam, solely for use in the manufacture of textile fibres.	Section 18 of the Notice on the assessment of goods to customs duty is applicable *mutatis mutandis*.
	706	Plates, sheets and foil of saturated linear polyesters, solely for use in the manufacture of sensitized film.	Section 18 of the Notice on the assessment of goods to customs duty is applicable *mutatis mutandis*.
39.02	105	Polypropyiene granules, solely for use in the manufacture of textile material classifiable under Stat. Nos. 51.01.102 or 51.02.100.	Section 18 of the Notice on the assessment of goods to customs duty is applicable *mutatis mutandis*.
	390	Polyvinyl alcohol in solid form.	
	708	Polyvinyl butyral sheets, solely for use in the manufacture of laminated safety glass.	Section 18 of the Notice on the assessment of goods to customs duty is applicable *mutatis mutandis*.
69.02	909	Refractory constructional goods made of carbon-ceramic products.	
70.11	100	Glass bulbs for electric lamps, electronic valves or the like.	
73.12	909	Strip of iron or steel, chromed and of a thickness of less than 0·4 mm.	
73.13	952	Sheets of iron or steel, chromed and of a thickness of less than 0·4 mm.	
73·29	155	Roller chain, the distance between the side links not exceeding 4 mm.	
82.05	809	Press tools, whether or not composite, with any dimension exceeding 425 cm. or weighing over 40,000 kg., and tool kits containing at least one such tool.	
82.06	000	Spiral knives for mounting on rollers for leather-working machinery or textile machinery.	
84.06	301	Moped engines of a cylinder capacity not exceeding 50 c.c., with clutch and gear-changing mechanism, in a single assembly.	
84.11	400	Multi-stage compressors, turbine type, with a working pressure of over 4 atmospheres (gauge pressure).	
		Multi-stage compressors, piston type, with a working pressure of more than 25 atmospheres (gauge pressure).	
84.14	300	Wafer ovens.	
84.16	801	Calenders and similar machines for the textile industry and cylinders therefor.	
	901		
84.17	409	Wafer ovens.	
		Tempering equipment for chocolate, with stirring device.	
		Expansion machines, piston or turbine type, for cooling compressed air.	
		Machinery and equipment for heating soles previously coated with adhesive (activating machines).	
		Continuous vulcanizing machines.	
	500	Rectifying columns with the corresponding heat exchangers for fractional distillation of liquid air, of a capacity of not less than 2,000 Nm3 of air per hour.	
	609	Drying machines for shrinking shoe uppers on the last.	
		Machines for drying leather in the stretched condition (pasting driers with or without the corresponding machines, classifiable under other statistical headings, for applying the adhesive and washing the glass plates used in the installation; toggling driers; vacuum driers).	
		Equipment for drying soles coated with adhesive.	
	800	Equipment for steam treatment of stitched shoe uppers.	
		Equipment, continuous action type, for sterilizing preserved foods by means of steam at a temperature of over 100°C.	
		Steam peeling machines for potatoes, of a capacity of more than 4,000 kg. of potatoes per hour.	
84.19	300	Machines for automatic closing of metal containers by seaming-on sheet metal lids.	
84.21	809	Machines for automatic spray-painting of leather, whether or not combined with drying machines.	
84.22	809	Electrically controlled leather stacking machines.	
		Forging manipulators.	
84.23	101	Excavators of a weight, excluding loose counterweights, of not less than 125 tons, fitted with crawler tracks and a slewing superstructure.	
84.25	200	Combine harvesters for peas.	
84.30	100	Laminators.	
		Embossing and cutting machines.	
		Wafer saws with fixed cutting wires.	
		Wafer and sandwich filling machines.	
	301	Machines for cleaning cocoa beans.	
		Machines for husking cocoa beans.	
		Hydraulic presses for extracting cocoa butter.	
		Machines for rolling cocoa beans, cocoa powder or chocolate.	
		Conches.	
		Tabletting/moulding machines and enrobing machines, including those with vibrator devices and cooling tunnels.	
		Machines for moulding, cutting or shaping sugar confectionery, including equalizers and batch rollers.	
	509	Shrimp peeling machines.	
	900	Moulds for machines for chocolate and confectionery manufacture.	
84.36	100	Machines and equipment for the manufacture of man-made textile fibres.	
	200	Machines and equipment for processing textile fibres.	*The exemption from duty does not cover:* Non-continuous dyeing machines. Carbonizing machines.
	300	Textile spinning, twisting, doubling, throwing and reeling (including weft-winding) machines.	
84.37	100	Looms for the textile industry . .	*The exemption from duty does not cover:* Looms of the wool-weaving type designed for one or more spool-carrying shuttles. Shuttleless looms in which the weft is inserted by means of a jet of air. Looms for the manufacture of felt.
	200	Knitting machines, other than hand-operated.	
	800	Machines for making tulle, lace, embroidery, trimmings, braid or net; machines for preparing yarns for weaving, etc., including warping and warp-sizing machines.	
84.38	100	Auxiliary machinery for use with machines of heading No. 84.37.	*The exemption from duty does not cover:* Dobbies. Warp stop motions and weft stop motions.
	903	Flat healds.	
	907	Shuttles.	
		Spindles.	
	909	Shuttles.	
		Spindles.	
		Spinning nozzles.	
		Pattern chains, film strips, cards, cylinders and wheels.	
		Drawing rollers.	

(Continued on next page)

SWEDEN, *continued*

Stat. No.		Commodity	Remarks
Customs Tariff Heading	Commodity Coding		
84.39	100	Machinery for the manufacture or finishing of felt in the piece or in shapes, including felt-hat making machines.	
84.40	209	Washing machines for continuous washing of back cloth in textile printing machines. Open-width washing machines. Rope washing machines.	
	390	Pressing machines for piece-goods.	
	400	Drying machines for the textile industry .	*The exemption from duty does not cover:* Equipment for high-pressure drying.
	500	Dyeing machines	*The exemption from duty does not cover:* Equipment for high-pressure dyeing. Dyeing machines, rotating drum type.
	600	Machinery for printing yarns, fabrics or felt.	
	800	Other textile machinery, for bleaching, dressing or finishing yarns, fabrics or made-up textile articles; fabric folding, reeling or cutting machines.	
	902	Rollers for printing yarns, fabrics or felt.	
	902, 909	Feeding devices for textile machinery.	
	909	Heating shoes for shrinking machines.	
84.41	100	Sewing machines for attaching insoles, middle soles and/or outer soles to footwear.	
	809	Sewing machines (other than machines mainly intended for household use).	*The exemption from duty does not cover:* Blind-stitch machines.
84.42	100	Machinery for preparing, tanning or working hides, skins or leather.	
	201	Boot and shoe machinery (other than sewing machines).	
	901	Embossing plates for graining leather.	
84.43	402	Pressure casting machines.	
84.44	100	Pilger mills with reciprocating motion of the rolls.	
84.45	104, 109, 155, 205, 255, 804, 806	Numerically controlled chip-cutting machine tools for working metal, in which the information carrier is a punched tape or magnetic tape.	*The exemption from duty does not cover:* Lathes weighing less than 4,000 kg. each, excluding the weight of separate control systems. Single-spindle drilling machines without automatic tool-changing, weighing less than 8,000 kg. each, excluding the weight of separate control systems. Other drilling and boring machines, weighing less than 4,000 kg. each, excluding the weight of separate control systems. Milling machines weighing less than 7,000 kg. each, excluding the weight of separate control systems. Multiple operation machines.
		Other chip-cutting machine tools for working metal:	
	104	Bar automatics. Automatic lathes with mechanical programming only. Other automatic lathes, weighing more than 4,000 kg. each.	
	109	Other lathes	*The exemption from duty does not cover:* Slide lathes. Lathes working with a rotating tool and with a spindle bore of less than 110 mm. Copying lathes weighing less than 6,000 kg. each. Capstan or turret lathes weighing less than 4,000 kg. each.
	155	Planing machines and the like . .	*The exemption from duty does not cover:* Shaping machines weighing less than 4,000 kg. each. Slotting machines weighing less than 4,000 kg. each.
	205	Horizontal boring machines with a spindle diameter (where appropriate, secondary spindle diameter) of more than 80 mm. Drilling units weighing more than 1,000 kg. each. Radial drilling machines weighing more than 1,500 kg. each. Ganged-spindle drilling machines. Pillar drilling machines with horizontal linear adjustment of the drilling spindle. Other boring or drilling machines weighing more than 4,000 kg. each.	
	255	Milling machines	*The exemption from duty does not cover:* Milling units weighing less than 1,000 kg. each. Other milling machines (i.e., other than milling units) weighing less than 8,000 kg. each.
	305	Honing machines. Lapping machines weighing more than 600 kg. each. Rotary-table grinding machines. Machines for combined mechanical and electrolytic grinding.	
	804	Gear-cutting machines.	
	806	Other chip-cutting machine tools . .	*The exemption from duty does not cover:* Power hacksaws weighing less than 1,500 kg. each. Circular saws weighing less than 3,000 kg. each. Threading units weighing less than 1,000 kg. each. Other thread-cutting machines (i.e., other than threading units). Spark-machining equipment with a connected load of not more than 10 kW for the spark generator.
	501	Forging and drop-forging hammers weighing more than 5,000 kg. each.	
	600	Horizontal headers for automatic production of threaded bolts. Bar and tube presses. Toggle presses. Screw presses with a capacity of over 500 tons.	
		Eccentric shaft, crank and cam presses with a capacity of over 500 tons.	*The exemption from duty does not cover:* Edging presses.
	809	Machines for making spirally welded tubes. Machines for making wire gauze or netting. Combined wire straightening and cutting-off machines weighing 3,300 kg. or more each, excluding the weight of the receiving table. Fully automatic stamping machines for marking sheet metal blanks and similar blanks.	
84.46	002	Automatic cutting machines for decorating glassware.	
84.47	300	Double planers with a width of aperture for feeding in the material of at least 600 mm.	
	801	Lathes weighing more than 500 kg. each.	
	802	Multiple spindle drilling machines. Horizontal beam-type belt-sanding machines designed for a band width of not more than 220 mm. Copying spindle moulders. Tenoning machines with tool spindle eccentrically mounted on a round bearing support. Routing machines.	
	803	Veneer joint gluing machines.	
	809	Automatic dowel gluing and driving machines.	
84.50	100	Stationary gas-cutting machines.	
84.56	802	'Ball race' mills (mills with grinding balls mounted in horizontal rings).	
84.57	102	Machines and equipment for assembling electric filament lamps.	
	900	Perforated 'spinners' for glass fibre making machines. Platinum components for machines and equipment classifiable under heading No. 84.57.	
84.59	331	Injection presses, rotary type. Cutting buffing machines. Beading machines.	
	331, 332	Extruders for rubber or plastics with a screw diameter of 130 mm. or over. Automatic dipping machines for rubber or plastics products.	
	332	Machines for preforming the reinforcing material for reinforced plastics products. Machines for making cellular plastics products by moulding. Machines for coating articles with plastics by whirl sintering (fluidization dip coating). Machines for making plastics products by centrifugal or rotational casting. Machines for making hollow articles of plastics by blow moulding. Machines for the fully automatic manufacture of thermosetting resin products by compression moulding. Machines for making plastics products by hot forming of foil, sheeting, plates or tubes.	

Stat. No.		Commodity	Remarks
Customs Tariff Heading	Commodity Coding		
	399	Machines for producing X-ray film.	
	400	Machines for winding wire into coils for electrical purposes (armature and coil winding machines).	
	809	Machines for applying adhesives, for footwear manufacture.	
		Machines for colouring sole edges.	
		Machines for buffing, trimming, roughing-up, skiving or folding soles and uppers of footwear.	
		Machines for making ropes and cordage of textile material.	
	970	Fuel elements for nuclear reactors, based on uranium with an enrichment (U235 content) of 10% or over.	
85.11	109	Resistance furnaces for removing lubricants or binders (e.g. wax) and vacuum presintering of powder-metallurgical products.	
		Resistance furnaces for vacuum sintering of powder-metallurgical products.	
	201	Wafer ovens.	
	209	Varnish drying ovens or furnaces for copper wire, including those with varnishing equipment and annealing furnace.	
	301	Machines for electron-beam welding in vacuum.	
85.21	301-309	Cathode ray tubes.	
87.03	000	Crane lorries with a lifting capacity of more than 60 tons.	
87.12	100	Complete hubs, the internal diameter of the brake drum not exceeding 130 mm.	
		Pedals for the crank mechanism of mopeds.	
	202	Complete hubs for cycles.	
	209	Complete gear-changing mechanisms for cycles.	
		Pedals for cycles.	
		Head tube bearing cups and cones, bottom bracket bearing cups and cones for cycles.	
90.16	909	Power-operated leather measuring machines, automatic recording type.	
		Control fixtures intended for use in conjunction with press tools and tool kits listed under sub-heading No. 82.05.809.	
90.28	901	Electrodynamic balancing apparatus	*The exemption from duty does not cover:* Balancing apparatus for motor vehicle wheels.
	902	Leather measuring machines, automatic recording type.	
	906	Gas chromatographs.	
		Electron-optical instruments for surface analysis of the distribution of elements in metals, minerals, etc. (microsondes).	
Various statistical numbers		Complete plants for the manufacture of synthetic textile fibres by a continuous production process.	

Notes:
1. For electrical equipment which in itself is classifiable under heading number 85.01 of the customs tariff, exemption from duty is only granted if the equipment is incorporated in or mounted on a product included in the list.
2. Exemption from duty is not granted for free-standing numerical control systems in which the information carrier is a punched tape or magnetic tape.
3. For separately imported parts of a product included in the list, exemption from duty is only granted if the parts are expressly mentioned in the list.

LEBANON

Importation of milk

THE LEBANESE *Official Gazette* No. 20 of March 10, 1969 published a decision by the Lebanese Minister of Agriculture (Arrêté No. 26/1 of February 24, 1969) placing a ban on the import of liquid milk, whether concentrated or otherwise. These regulations however maintain the previous import licensing control on powdered milk.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given in the March* 28 *issue of the* Board of Trade Journal.

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ZAMBIA

Customs tariff changes

THE CUSTOMS and Excise (Amendment) (No. 2) Act, 1969, published in the *Zambia Gazette* of April 1 amends, from that date, the First Schedule to the Zambia Customs Tariff. The items affected and the new rates of duty are as follows:

First Schedule

Item	Goods	Duty
76	By the deletion of paragraph (c) of sub-item (II) and by the substitution therefor of the following paragraph:	
	(c) Containing more than 50% of cotton, n.e.e.:	
	(i) Corduroy . . . . . *ad val.* or per sq. yd.	20% K0·05 whichever duty shall be the greater
	(ii) Dyed in a drill, twill, sateen or satin weave . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(iii) Printed . . . . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(iv) Manufactured from coloured yarns . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(v) In the loom state, commonly known as grey cloth, and bleached cloth. . . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(vi) Other . . . . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
76	By the deletion of paragraph (f) of sub-item (II) and by the substitution therefor of the following paragraph:	
	(f) Other, n.e.e.:	
	(i) Corduroy . . . . . *ad val.* or per sq. yd.	20% K0·05 whichever duty shall be the greater
	(ii) Printed . . . . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(iii) Manufactured from coloured yarns . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(iv) Other, in a drill, twill, sateen or satin weave *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
	(v) Other . . . . . *ad val.* or per sq. yd.	35% K0·12 whichever duty shall be the greater
260	By the repeal of the item and by the substitution therefor of the following item:	
	260 Rubber tyres and tubes:	
	(a) (i) Tyres, pneumatic, bicycle, including the immediate wrapper . . . per lb.	K0·50
	(ii) Tyres, pneumatic or solid, and tubes, for airships, aeroplanes and other aircraft .	Free
	(iii) Tyres, pneumatic, including flaps, and tubes, which, in the opinion of the Controller, are designed for use on tractors, bulldozers, scrapers, excavators, graders, wheel loaders, bottom dump trailers, dump trucks fitting tyres having a sectional width of 12 inches or more, and similar machines . .	Free
	(iv) Tyres, pneumatic or solid, and tubes, of a size not exceeding 16 inches by 4 inches, for wheel-barrows, store and similar trucks	Free
	(v) Tyres, pneumatic, other, including the immediate wrapper and flaps . . per lb.	K0·50
	(b) Tubes, n.e.e.:	
	(i) Bicycle . . . . . per lb.	K0·50
	(ii) Other. . . . . per lb.	K0·50

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Suspensions of duty

1. THE ZAMBIA Customs and Excise (Suspension) (Amendment) (No. 2) Regulations, 1969, amends the Schedule to the Customs and Excise (Suspension) Regulations, 1966, the effective date being March 12, 1968, by the insertion of the following item:

Item	Goods	Effective Rate of Duty
Ex 122 (1) (g)	Structural ironwork and steelwork (not being goods provided for under item 119, nor goods more specifically provided for elsewhere, nor identifiable components of such goods), including sheets, plates, strips, angles, shapes, sections and tubes (being bent, curved, drilled, punched or otherwise fabricated components of structures), complete structures, platforms and stagings for the support of machinery and other apparatus, sets and guides, ore bins, signal and crane gantries, ladders, stairways, gangways, galleries, lattice masts, pylons and towers (not being mine-head frames): when imported by persons approved by the Vice-President and under such conditions as the Controller may determine	Free
Ex 134 (a) (i)	Mild steel tubing enamelled: welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ¾ inch and 1 inch and the thickness being confined to ·056 inch to ·072 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine	Free
Ex 134 (a) (ii) (A)	Mild steel, not being galvanized, welded or open seam, whether or not perforated, of internal diameter 7 inches to 30 inches and of wall thickness ¼ inch to ⅝ inch inclusive, the ends being plain, screwed or bevelled or alternatively fitted with flanges or with any other form of joint: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine . . .	Free
Ex 134 (f)	Piping and tubing, other, in the length, n.e.e., and part circle culverts:	
	(i) Flexible plastic piping of an internal diameter not exceeding 2 inches: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine	Free
	(ii) Rigid plastic piping and tubing of an internal diameter not exceeding one inch: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine . . .	Free
Ex 144	Tanks and vats, metal:	
	(a) Vats and process tanks, industrial, mining and manufacturing, including stands therefor:	
	(i) Wholly or mainly of stainless steel (excluding clad steel) not exceeding ⅛ inch in thickness: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine	Free
	(b) Other, including storage tanks, n.e.e., including stands therefor: when imported by persons approved by the Vice-President and under such conditions as the Controller may determine .	Free

2. The Zambia Customs and Excise (Suspension) (Amendment) (No. 3) Regulations, 1969, amends the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from March 28, 1969, by the insertion of the following item:

Item	Goods	Effective Rate of Duty
Ex 19 (d)	Tinned fish, excluding fish pastes	Free

3. The Zambia Customs and Excise (Suspension) (Amendment) (No. 4) Regulations, 1969, amends the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from April 1, 1969, by the insertion of the following items:

Item	Goods	Effective Rate of Duty
Ex 260 (a) (v)	Tyres, pneumatic, including the immediate wrapper and flaps, having a sectional width of 12 inches or more or a rim diameter of 23 inches or more or designed for use on motor cycles and motor scooters	K0·10 per lb.
Ex 260 (b) (ii)	Tubes designed for use with tyres having a sectional width of 11 inches or more or a rim diameter of 23 inches or more or designed for use with motor cycle and motor scooter tyres	K0·10 per lb.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

UGANDA

National Trading Corporation

THE UGANDA National Trading Corporation is an organization incorporated under an Act of the Ugandan Parliament to perform quasi-Governmental functions and to act as entrepreneur between the overseas manufacturer and the retailer, thus ensuring an equitable distribution of goods and fair prices for the consumer.

The Government of Uganda have appointed the National Trading Corporation as sole importer of the following commodities:

Wines and spirits
Sugar
Rice
Onions
Salt
Cement
Steel windows and door frames
Spring balances
Fish nets
Shirts
Edible oils
Dry batteries and torch cells
Holloware products

The total imports per annum of these commodities amounts to £5-£6 million.

British manufacturers who have previously marketed the above mentioned items in Uganda through agents or distributors will now have to sell through the National Trading Corporation.

During a recent visit to the United Kingdom, the Chairman of the National Trading Corporation, Mr. S. M. Mpambara, appointed Euro-Tropica Ltd., 7 Hanover Street, London, W.1, as purchasing agents for the Corporation. Manufacturers of the above-listed goods wishing to export to Uganda may wish to contact Euro-Tropica Ltd.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT GAZETTE dated March 27, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 9) Order, 1969, which amends the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968, by inserting in their appropriate places the following items:

Heading No.	Description of goods	Country
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:	
300	Slotted angles, roll-formed from pre-punched steel strips, strips, whether appointed or galvanized or not . .	All countries
73.15	Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14:	
	Slotted angles, roll-formed from pre-punched steel strips, whether painted or galvanized or not:	
650	Of high carbon steel	All countries
660	Of alloy steel	All countries

This notice means that these goods are prohibited from import into any part of the Federation without an import licence.

Notice to West Malaysian Importers No. 6 of 1969 adds to the above by stating that the goods are subject to quantitative restrictions. Importers are required to prove their imports for 1968 and those not doing so will not be allowed to import the goods listed above. Import licences will be issued every three months by the Ministry of Commerce and Industry and will be restricted to quotas. The estimated quarter for the first quota will commence from March 27, 1969, and end on June 26, 1969.

Any inquiries concerning this notice should be made to Tariff Section, Export Services Branch, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

SINGAPORE

Control of Manufacture Ordinance

THE SINGAPORE GOVERNMENT *Gazette* dated April 3, 1969 publishes the Control of Manufacture (No. 2) Order, 1969, which amends the Control of Manufacture Ordinance 1959 (published in the

(*Continued on next page*)

BIG DOOR 707 JET FREIGHTER

* From 1st April 1969 via Polar Route
* 2nd Frequency From 1st August 1969 via Southern Route

* Through Pallet Facilities from LONDON & MANCHESTER via Brussels.

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SABENA IS A MEMBER OF IATA 1919 1969 QUALITY IN AIR TRANSPORT

SINGAPORE, *continued*

Board of Trade Journal dated May 22, 1959, page 1277) by deleting from the First Schedule item (i) 'Soap' and inserting in its place (i) 'Toilet Soap'.

This Ordinance requires intending manufacturers of the scheduled items to register.

SURINAM

British consulate reopened

THE British Consulate, Paramaribo, Surinam, closed due to the death of the Honorary Vice-Consul in June 1968, has been reopened, and British businessmen visiting Surinam may call on the new Vice-Consul, whose name and address is: Mr. P. H. Sheppard, Honorary Vice-Consul, British Vice-Consulate, PO Box 1300, Paramaribo, Surinam.

Business visitors should bear in mind that Mr. Sheppard is a local businessman, and the extent to which he can help them is necessarily limited.

INDONESIA

Import tariff

A REVISED IMPORT tariff has been issued by the Directorate-General of Customs and Excise. It is designed to tax the import of luxury goods and so reduce pressure on foreign exchange; to reduce duties on imports needed by local industry and so encourage increased production; and to increase import duties on goods which compete with domestic production. Further information is available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

PHILIPPINES

Credit restrictions

THE Central Bank of the Philippines has announced the following measures to ease the present credit restrictions:

(a) Special time deposits have been reduced from 120 to 90 days on the following categories of goods: essential producer, essential consumer, semi-essential producer, semi-essential consumer, non-essential producer and semi-unclassified producer. Commodities in the lower categories (i.e. non-essential consumer, semi-unclassified consumer, unclassified producer and unclassified consumer) continue to be subject to the 120-day requirement.

(b) Authorized banks can take advantage of long-term foreign credit and lines of credit without limitation.

(c) The ceiling fixed last October on foreign currency letters of credit (for short-term borrowing) is to continue for a further six months.

(d) 'Export orientated' industries (agriculture, forestry, marine and base metal products) are, however, excluded from the above ceiling as well as being exempted from the STD requirements.

(e) The re-discount rate has been raised ½ per cent to 8 per cent.

(f) The limit on domestic credit accounts can now be raised up to 12 per cent – but only at the rate of 1 per cent per month.

Further details will be published in later issues.

Any inquiries concerning this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253), quoting reference CRE 23667/G.

Invoice certification

A RECENT CIRCULAR from the Filipino Department of Foreign Affairs states that consular invoices and supporting documents for shipments to the Philippines must be presented at Consular offices within the following periods (before date of shipment):

Hong Kong	36 hours
Europe and Africa	14 days
America	10 days
All other countries (excluding Hawaii and Guam)	3 working days

Filipino Consular Officers are not allowed to certify a consular invoice presented after this period unless expressly authorized by the Department of Foreign Affairs.

Letter of credit certificates

THE FILIPINO Department of Foreign Affairs has announced that all exporters to the Philippines must, in future, provide a certificate stating that payments received conform to the letter of credit opened by the importer and that there is no other source of payment. If settlement is not made by letter of credit, details of the arrangement must be given in the certificate. Further details are available from the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

NEW ZEALAND

New Zealand-Australia free trade agreement—elimination of margins of preference

IN AN EXCHANGE of letters associated with the New Zealand-Australia Free Trade Agreement the New Zealand Government expressed the intention of eliminating the margins by which the rates of duty applicable to certain goods imported from Australia exceed those applicable to goods imported under the same Tariff item from other countries.

The New Zealand Minister of Overseas Trade has requested the Tariff and Development Board to make recommendations from time to time on the progressive implementation of this policy and in this regard the Board now intends to consider the goods listed in the following schedule.

If no representations are received to the contrary the Board proposes to recommend that in respect of these goods the rates of duty applicable to imports from Australia be reduced to the level of the present British Preferential Tariff rates or of such lower rates as are indicated in the notes of the schedule. Any person or firm desiring to make representations regarding an item or items should send their representations to Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than June 30, 1969. Such representations should be in the form in which it would be intended to submit them as evidence under Oath at a public inquiry and the 'Notes for Guidance of Witnesses' prepared by the Board may be found of assistance. Copies of these notes may be obtained from the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

If public inquiries are found to be necessary in respect of any item or items notice to this effect will be given.

British Producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force indefinitely and any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547/9.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
08.04	Grapes, fresh or dried:				
	Fresh:				
08.04.11	July 1 to November 30, inclusive per 100 lb. (See note 1)	66·4c	..	66·4c S.A. Free	$1·66
08.04.19	December 1 to June 30 inclusive per 100 lb. (See note 2)	$1.66	..	$1·66 S.A. Free	$1·66

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Industrial Development Officer, Government of Western Australia.
Western Australia House, 115 Strand, London, W.C.2. Telephone: 01-240 2881.

Tariff Item No.	Description	Present rates			
		British Preferential	Australia	Most Favoured Nation	General
08.07	Stone fruit, fresh:				
	Whole:				
08.07.01	Apricots, nectarines . . per 100 lb. (See Note 3)	$1·66	..	.. S.A. Free	$1·66
15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes:				
15.17.01	Soapstocks . . .	27½% Can. 35%	42½%	..	65%
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:				
20.06.19	Other kinds (specify kind) .	27½%	37½%	50%	55%
29.14	Monoacids and their anhydrides, acid halides, etc.:				
	Metallic salts of linoleic, oleic, plamitic and stearic acids:				
29.14.02	Sodium and potassium salts . . . (See Note 4)	25½% Can. 35%	42½%	52%	65%
33.06	Perfumery, cosmetics and toilet preparations:				
33.06.09	Other	32½%	42½%	55%	65%
34.01	Soap, including medicated soap:				
34.01.01	Powders, flakes and granules .	27½% Can. 35%	42½%	..	65%
34.01.02	Toilet soap in tablets . .	27½% Can. 35%	42½%	..	65%
34.01.09	Other	27½% Can. 35%	42½%	..	65%
34.02	Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap	27½% Can. 35%	42½%	..	65%
34.05	Polishes and creams for footwear, furniture or floors, etc.:				
	Other kinds:				
34.05.04	Scouring powders containing soap . . .	27½% Can. 35%	42½%	..	65%
39.01	Condensation, polycondensation and polyaddition products, etc.:				
	Plates, sheets, strip, film and foil:				
	Other kinds:				
	Printed, embossed or otherwise surface-worked:				
39.01.65	Other . . .	27½% Can. 32½%	32½%	50%	60%
39.02	Polymerization and copolymerization products (for example, polyethylene, etc.):				
	Plates, sheets, strip, film and foil:				
	Other kinds:				
	Printed, embossed or otherwise surface-worked:				
39.02.65	Other . . .	27½% Can. 32½%	32½%	50%	60%
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, etc.:				
	Regenerated cellulose; cellulose nitrate, etc.:				
	Plates, sheets strip, film and foil:				
	Other kinds:				
	Printed, embossed or otherwise surface-worked:				
39.03.84	Other . . .	27½% Can. 32½%	32½%	50%	60%
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):				
	Sheets and plates:				
	Printed, embossed or otherwise surfaceworked:				
39.04.52	Other	27½% Can. 32½%	32½%	50%	60%
39.05	Natural resins modified by fusion (run gums), etc.:				
	Chemical derivatives of natural rubber:				
	Sheets, strip, film and foil:				
	Other kinds:				
	Printed, embossed or otherwise surfaceworked:				
39.05.64	Other. . .	27½% Can. 32½%	32½%	50%	60%
39.06	Other high polymers, artificial resins and artificial plastic materials, etc.:				
	Other high polymers, artificial resins and artificial plastic materials:				
	Plates, sheets, strip, film and foil:				
	Printed, embossed or otherwise surface-worked:				
39.06.72	Other . . .	27½%	32½%	50%	60%
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:	Can. 32½%			

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
39.07.62	Clothes pegs . . .	25% Can. 32½%	32½%	50%	60%
40.01	Natural rubber latex, whether or not with added synthetic rubber latex, etc.:				
40.01.01	Natural latex with added synthetic latex; pre-vulcanized latex; thermo-sensitive and electro-positve latex; rubber compounded before coagulation otherwise than with mineral oil, stabilizers, anti-oxidants, or colouring matter added solely for the purposes of identification .	10% Can. 15%	15%	..	30%
40.05	Plates, sheets and strip, of unvulcanized natural or synthetic rubber, other than smoked sheets and crepe sheets of heading No. 40.01 40.02; etc.:				
40.05.09	Compounded . . .	10% Can. 15%	15%	..	30%
40.06	Unvulcanized natural or synthetic rubber, including rubber latex, in other forms or states, etc.:				
40.06.09	Other	10% Can. 15%	15%	..	30%
40.07	Vulcanized rubber thread and cord, whether or not textile covered, and textile thread covered or impregnated with vulcanized rubber:				
40.07.01	Thread and cord composed wholly of unhardened vulcanized rubber . .	15% Can. 20%	20%	..	35%
40.08	Plates, sheets, strip, rods and profile shapes, of unhardened vulcanized rubber:				
	Other kinds:				
	Wholly of rubber:				
40.08.05	Of expanded, foam or sponge rubber . .	15% Can. 20%	20%	..	35%
40.08.06	Other	15% Can. 20%	20%	..	35%
40.14	Other articles of unhardened vulcanized rubber:				
40.14.01	Rubber bands, erasers, date and other stamp type, paste applicators and other articles of stationery . . .	20% Can. 30%	30%	50%	60%
48.14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards, etc.:				
48.14.01	Envelopes	32½%	37½%	..	60%
48.15	Other paper and paperboard, cut to size or shape:				
48.15.09	Other	32½%	37½%	55%	65%
48.16	Boxes, bags and other packing containers of paper or paperboard:				
48.16.01	Boxes	27½% Can. 32½%	32½%	55%	65%
48.17.00	Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like . .	32½%	37½%	50%	65%
48.18.00	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard: sample and other albums and book covers, of paper or paperboard . . .	32½%	37½%	55%	65%
48.20.00	Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard whether or not perforated or hardened) .	25% Can. 35%	35%	50%	60%
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding:				
48.21.09	Other articles . . .	32½%	37½%	50%	65%
62.01	Travelling rugs and blankets:				
	Electrically heated:				
62.01.11	Of sheep's or lambs' wool or fine animal hair . .	32½% Can. 40%	40%	..	60%
62.01.12	Of cotton . . .	32½% Can. 40%	40%	..	60%
62.01.19	Of other textile fibres. .	32½% Can. 40%	40%	..	60%
62.05	Other made up textile articles (including dress patterns):				
62.05.08	Bed-warming pads, electrically heated	32½% Can. 40%	40%	..	60%

(Continued on next page)

NEW ZEALAND, *continued*

Tariff Item No.	Description	Present rates			
		British Preferential	Australia	Most Favoured Nation	General
64.06	Gaiters, spats, leggings, puttees, cricket pads, shinguards and similar articles, and parts thereof:				
64.06.02	Leather leggings and parts thereof	20%	40%	..	50%
64.06.03	Cricket pads, shin-guards and similar articles and parts thereof	25%	30%	50%	65%
64.06.09	Other	27½% Can. 45%	42½%	..	75%
65.03	Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading No. 65.01, whether or not lined or trimmed:				
65.03.01	Berets	32½% Can. 42½%	42½%	50%	75%
65.03.02	Other: Men's and boys'	32½% Can. 42½%	42½%	..	75%
65.03.09	Women's and girls'	25½% Can. 42½%	42½%	52%	65%
65.04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed	32½% Can. 42½%	42½%	50%	75%
65.05	Hats and other headgear (including hair nets), knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed:				
65.05.01	Hair nets	32½% Can. 42½%	42½%	71%	75%
65.05.02	Berets	32½% Can. 42½%	42½%	50%	75%
65.05.03	Uniform hats and caps	32½% Can. 42½%	42½%	..	75%
65.05.09	Other	32½% Can. 42½%	42½%	..	75%
65.06	Other headgear, whether or not lined or timmed:				
65.06.03	Bathing caps and hats	32½% Can. 42½%	42½%	..	75%
65.06.04	Crash helmets	32½% Can. 42½%	42½%	..	75%
65.07	Head-bands, linings, covers, hat foundations, hat frames (including spring frames for opera hats), peaks and chin-straps, for headgear:				
65.07.09	Other	32½% Can. 42½%	42½%	..	75%
67.01	Skins and other parts of birds with their feathers or down feathers, parts of feathers, down, and articles thereof (other than goods falling within heading No. 05.07 and worked quills and scapes):				
67.01.01	Feathers and parts of feathers: Ostrich (See Note 5)	20%	..	45% S.A. 15%	60%
68.08	Articles of asphalt or of similar material (for example of petroleum bitumen or coal tar pitch):				
68.08.09	Other	25% Can. 35%	35%	50%	60%
73.38	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel:				
	Builders' sanitary ware for indoor use and parts thereof:				
73.38.11	Baths and parts thereof	32½%	45%	..	60%
73.38.12	Bathroom and other toilet fittings, namely towel rails, soap holders, toothbrush racks, toilet paper holders, lavatory seats, and parts thereof	30% Can. 40%	40%	55%	60%
	Domestic articles and parts thereof:				
	Other holloware and parts thereof:				
73.38.22	Of stainless steel	25% Can. 35%	35%	50%	60%
73.38.23	Enamelled	25% Can. 35%	35%	50%	60%
73.38.24	Other	25% Can. 35%	35%	50%	60%
73.38.29	Other kinds	25% Can. 35%	35%	50%	60%
73.39.00	Iron or steel wool; pot scourers and scouring and polishing pads, gloves and the like, of iron or steel	25% Can. 35%	35%	50%	60%

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
74.01	Copper matte; unwrought copper (refined or not); copper waste and scrap:				
	Refined copper:				
74.01.32	Bars and rods	22½% Can. 32½%	32½%	50%	60%
74.03	Wrought bars, rods, angles, shapes and sections, of copper; copper wire:				
	Angles, shapes and sections:				
73.03.05	Of unalloyed copper	25% Can. 35%	35%	50%	60%
74.03.06	Of brass and muntz metal	25% Can. 35%	35%	50%	60%
74.03.09	Of other alloys	25% Can. 35%	35%	50%	60%
74.04	Wrought plates, sheets and strips of copper:				
	Worked:				
	Other:				
74.04.04	Of brass and muntz metal	25% Can. 35%	35%	50%	60%
74.04.05	Of other alloys	25% Can. 35%	35%	50%	60%
74.18	Other articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of copper:				
74.18.02	Dish and pot scourers	25% Can. 35%	35%	50%	60%
76.15	Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of aluminium:				
76.15.03	Dish and pot scourers	25% Can. 35%	35%	50%	60%
76.15.04	Holloware, except capacity measures and sanitaryware, and parts thereof	25% Can. 35%	35%	50%	60%
76.15.09	Other	25% Can. 35%	35%	50%	60%
78.03	Wrought plates, sheets and strip, of lead:				
78.03.01	Worked	25% Can. 35%	35%	50%	60%
78.05	Tubes and pipes and blanks therefor of lead; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead:				
78.05.01	Bends and traps	22½% Can. 32½%	32½%	50%	60%
78.05.09	Other, per cwt.	Free	45c	70c	85c
79.06.00	Other articles of zinc	25% Can. 35%	35%	50%	60%
80.06	Other articles of tin	25% Can. 35%	35%	50%	60%
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:				
83.02.13	Hasp and staple sets	25% Can. 35%	35%	50%	60%
83.03.00	Safes, strong-boxes, armoured or reinforced strong-rooms, strong-room linings and strong-room doors, and cash and deed boxes and the like of base metal	22½% Can. 32½%	32½%	50%	60%
83.05	Fittings for loose-leaf binders, for files or for stationery books, of base metal; letter clips, paper clips, staples, indexing tags, and similar stationery goods, of base metals:				
83.05.09	Other	20% Can. 30%	30%	50%	60%
83.07	Lamps and lighting fittings, of base metal, and parts thereof, of base metal, etc.:				
83.07.03	Table, reading and bedside lamps, electric; parts thereof	32½%	37½%	..	60%
84.18	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:				
	Filtering and purifying machinery and apparatus:				
	For gases:				
84.18.25	Cyclones	25% Can. 35%	35%	50%	60%
84.18.29	For liquids	25% Can. 35%	35%	..	60%
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (charged or not); spray guns and similar appliances; steam or sand blasting machines and				

Tariff Item No.	Description	Present rates			
		British Preferential	Australia	Most Favoured Nation	General
	similar jet projecting machines:				
84.21.09	Other	25% Can. 35%	35%	..	60%
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):				
84.23.14	Pile-drivers	25% Can. 35%	35%	56%	60%
84.30	Machinery, not falling within any other heading of this Chapter, of a kind used in the following food or drink industries: bakery, confectionery, chocolate manufacture, macaroni, ravioli or similar cereal food manufacture, the preparation of meat, fish, fruit or vegetables (including mincing or slicing machines), sugar manufacture or brewing:				
	Other kinds:				
84.30.02	Bakery machinery	25% Can. 35%	35%	..	60%
84.30.04	Meat and fish preparing	25% Can. 35%	35%	..	60%
84.30.05	Fruit and vegetable preparing	25% Can. 35%	35%	54%	60%
84.30.06	Brewery machinery	25% Can. 35%	35%	..	60%
84.30.09	Other	25% Can. 35%	35%	..	60%
84.36	Machines for extruding man-made textiles; machines of a kind used for processing natural or man-made textile fibres; textile spinning and twisting machines; textile doubling, throwing and reeling (including weft-winding) machines:				
84.36.02	Wool-scouring machines	25% Can. 35%	35%	..	60%
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:				
	Other:				
84.61.02	Of copper alloy	32½%	45%	..	60%
84.61.09	Of other materials	25% Can. 35%	35%	..	60%
85.06	Electro-mechanical domestic appliances, with self-contained electric motor:				
	Food grinders and mixers:				
	Grinders:				
85.06.04	Other	25% Can. 35%	35%	..	60%
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:				
85.09.06	Defrosters and demisters	32½% Can. 40%	40%	..	60%
85.09.09	Parts	32½% Can. 40%	40%	..	60%
85.12	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hairdressing appliances, etc.:				
85.12.04	Hairdressing appliances	32½% Can. 40%	40%	..	60%
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards) and control panels:				
	Apparatus for making and breaking electrical circuits (for example switches and relays):				
	Switches being contact makers and breakers in which the manipulation of a lever or other device directly makes or breaks a circuit so that it cannot be broken or remade except by further manipulation of the device:				
	For pressures exceeding 25 volts:				
85.19.01	Having a rated current capacity not exceeding 35 amperes	22½%	42½%	42½%	50%
	For pressures not exceeding 25 volts:				
85.19.04	Having a rated current carrying capacity not exceeding 35 amperes	Free	20%	20%	25%
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03:				
87.06.03	Heaters	25% Can. 35%	35%	..	60%
87.06.04	Radiators	25% Can. 35%	35%	..	60%
96.01.00	Brooms and brushes, consisting of twigs or other vegetable materials merely bound together and not mounted in a head (for example, besoms and whisks), with or without handles	27½%	32½%	..	65%
96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops:				
	Brushes:				
96.02.01	Tooth, denture and nail	27½%	32½%	..	65%
96.02.03	Hair	27½%	32½%	..	65%
96.02.05	Paint, including artists' brushes	27½%	32½%	..	65%
96.02.11	Toilet brush sets	27½%	32½%	..	65%
96.02.19	Other	27½%	32½%	..	65%
96.03.00	Prepared knots and tufts for broom and brush making	27½%	32½%	..	65%
96.04.00	Feather dusters	27½% Can. 32½%	32½%	55%	65%
97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pin-tables and table-tennis requisites):				
97.04.01	Billiard tables	22½%	45%	50%	60%
98.03	Fountain pens, stylograph pens and pencils (including ball point pens and pencils) and other pens, etc.:				
98.03.02	Ball point pens and pencils	20% Can. 30%	30%	50%	60%
	Parts and fittings of the goods of items 98.03.01 to 98.03.06:				
98.03.07	Refills for ball point pens and pencils	20% Can. 30%	30%	50%	60%
98.07	Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks:				
98.07.09	Other	20% Can. 30%	30%	50%	60%
98.08	Typewriter and similar ribbons, whether or not on spools; ink-pads, with or without boxes:				
98.08.09	Ink-pads	20% Can. 30%	30%	50%	60%
98.09.00	Sealing wax (including bottle-sealing wax) in sticks, cakes or similar forms; copying pastes with a basis of gelatin, whether or not on a paper or textile backing	20% Can. 30%	30%	50%	60%
98.16	Tailors' dummies and other lay figures, automata and other animated displays of a kind used for shop window dressing:				
98.16.01	Tailors' dummies and other lay figures	20%	25%	..	45%
98.16.09	Other	25% Can. 35%	35%	..	60%

Note 1. *Tariff item* 08.04.11 – *Grapes, fresh, July* 1 *to November* 30 *inclusive*
The relevant duty rates are the British Preferential rate of 66·4c. per 100 lb. (effective on goods of Australian origin) and the lower South African Agreement rate of Free.
Note 2. *Tariff item* 08.04.19 – *Grapes, fresh, December* 1 *to June* 30 *inclusive*
The relevant duty rates are the British Preferential rate of $1·66 per 100 lb. (effective on goods of Australian origin) and the lower South African Agreement rate of Free.
Note 3. *Tariff item* 08.07.01 – *Fresh apricots, nectarines, whole*
The relevant duty rates are the British Preferential rate of $1·66 per 100 lb. (effective on goods of Australian origin) and the lower South African Agreement rate of Free.
Note 4. *Tariff item* 29.14.02 – *Sodium and potassium salts*

(*Continued on next page*)

NEW ZEALAND, *continued*

This item is included in the Kennedy Round of the General Agreement on Tariffs and Trade which provides for duty reductions in certain Most Favoured Nation rates to an agreed level to be made progressively with the final reduction not later than January 1, 1972. The effect of this and other international obligations is that if no other action were taken in the meantime the rates applicable from January 1, 1972, would be:

BP 22½%; Can. 32½%; Aul. 32½%; MFN 32½%; Gen. 65%.

Note 5. Tariff item 67.01.01 – *Ostrich feathers and parts thereof*

The relevant duty rates are the British Preferential rate of 20% (effective on goods of Australian origin) and the lower South African Agreement rate of 15%.

Emergency Protection Authority

The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Film packed in aluminium containers.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
37.02.09	—	Free	16%	25%

The Emergency Protection Authority is required to report to the Minister by May 16, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 769/69.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition of the goods listed in the schedule to this notice to Schedule A of the New Zealand/Australia Free Trade Agreement. The addition of these items to Schedule A will have the effect of phasing out completely the customs duties payable on these goods exported to New Zealand from Australia. The public inquiries will take place in Wellington on the dates as in the Schedule at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than the dates shown. 'Note for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period and exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiries. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 16678/2/G.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

SCHEDULE

Tariff Item	Brief Description	Date of Public Inquiry	Date for Receipt of Representations	Present Rates of Duty		
				British Preferential	Most-Favoured-Nation	General
39.07	Articles of materials of the kinds described in heading Nos. 39.01 to 39.06:					
Ex 39.07.99	Fittings for curtain track	June 3	May 20	32½%	50%	60%
48.15	Other paper and paperboard, cut to size or shape:					
Ex 48.15.09	Dress pattern envelopes, printed and cut to shape	June 4	May 19	32½% Australia 37½%	55%	65%
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding:					
Ex 48.21.01	Patterns for apparel (excluding patterns for apparel packed in envelopes)	June 4	May 19	32½%	32½%	32½%
59.03	Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated:					
Ex 59.03.01	Bonded wadding	June 10	May 25	25%* Free	25%* Free	25%* Free
Ex 59.03.02	Bonded wadding					
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets, and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:					
Ex 83.02.19	Weather excluders for doors and windows; curtain track and fittings therefor	June 3	May 20	25% Australia, Canada 35%	50%	60%
91.04	Other clocks:					
Ex 91.04.02	Battery operated	June 6	May 21	15%	35%	45%

*Or such lower rate as the Minister may in any case direct.

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CHILE

Amendments to Customs Schedule (1)

THE FOLLOWING amendments were made recently to the Chilean Customs Tariff Schedule:

Tariff Item	Description of goods	Specific duty Gold Pesos	*Ad val.* duty
ex 15.07.99.99	Cashew nut shell oil	Free (until December 31, 1969)	50
25.03.02.01	Amorphous sulphur for making sulphuric acid for the mining industry	Free (until September 30, 1969	Free
25.03.02.99	Other refined sulphur for making sulphuric acid for the mining industry	Free (until September 30, 1969)	Free
25.18.02	Agglomerated or calcined dolomite	Free	10
25.23	Insert new sub-heading:	GMQ Free	20
·02	Aluminous cement and 'ciment fondu.'		
ex 25.27.99	Natural crude steatite with a minimum of 90% magnesium hydrosilicate for the pharmaceutical industry	KG Free	40 (until December 31, 1969)
28.10.01	Orthophosphoric acid	Free	60
28.12.01	Boric acid	KG 1·20	20 (until December 31, 1969)
28.17.01.01	Amend sub-heading to: Sodium hydroxide, in solution	KG 0·20	235
28.17.01.02	Delete the sub-heading.		
28.20.01	Aluminium oxide	2·00	20
28.56.01	Silicone carbide	Free	55
29.16.99.03	Florantyrone	KG Free	10 (until December 31, 1969)
29.26.04.01	Hexamethylenetetramine (urotropin)	Free	65
29.35.99	Insert new sub-heading:		
·09	Melamine	KN Free	40 (until December 31, 1969)
29.35.99.06	Epsilon-caprolactam	KN Free	30 (until December 31, 1969)
38.19	Insert new sub-heading:		
·22	Catalyst based on molybdenum and iron ixodes	KG Free	40
39.07	Insert new sub-heading:		
·09	Silicone stoppers	KG Free	70
47.01	Bleached cellulose in slab form, containing, in the dried pulp, more than 90% of alpha cellulose and intended exclusively for the manufacture of viscose	Free (until December 31, 1969)	Free
48.15	Insert new sub-heading:		
·07	Paper and paperboard for electrical insulation	KG Free	105
49.07	Insert new sub-heading:		
.03	Unused bonds without commercial value	KG 1·00	5
69.02	Insert new sub-heading:		
.01	Magnesite refractory goods or those containing dolomite or chromite	GMQ Free	50
ex 73.15	High carbon and alloy steel bars conforming to the following 'AFNOR' standards: 18CD4, 35CD4, C35D, 20D, XC18s, XC32, XC35, XC38 and XC48	Free (until December 31, 1969)	Free
ex 76.04	Heat-sealing aluminium foil for wrapping cheeses		100
84.10.01.02	Delete the item.		
84.10	Insert new sub-heading:		
.05	Acid-resistant pumps for pulp and sand	KG 0·25	50
84.17.01	Insert new sub-heading:		
.04	Industrial rotary driers taking up to 30 kilos of dry clothes	KG Free	110
84.18.01	Insert new sub-heading:		
.03	Industrial spin-driers for up to 20 kilos of dry clothes	KG Free	110
84.40.01.02	Industrial washing machines for up to 50 kilos of dry clothes	KG Free	110
84.40.01	Insert new sub-heading:		
.03	Industrial roller-type clothes ironing machines	KG Free	110
87.02.01.01	Taxis included for public services	Free (until December 31, 1969)	155

Amendment to Customs Schedule (2)

THE CHILEAN *ad valorem* duty on rayon grade caustic soda, with a concentration of not less than 99 per cent (Tariff Item No. 28.17.01.99), has been reduced to 25 per cent until June 30, 1969, provided it is imported exclusively for the manufacture of viscose.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel, 01-222 7878, Ext. 2653/6) and not to HMSO.*

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COLOMBIA

Reductions in prior deposits and changes in import licensing and prohibited imports

RESOLUTION No. 12 of March 5, 1969, reduces prior deposit payments on the following items from 130 per cent to 70 per cent (items marked with a letter P are, at the moment, prohibited imports):

Tariff No.		Description
25.05		Natural sands of all kinds, whether or not coloured, other than metal-bearing sands falling within heading No. 26.01:
	A	Silica sand and quartz sand:
		III. Other.
25.15		Marble, travertine, ecaussine and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more and alabaster, including such stone not further worked than roughly split, roughly squared or squared by sawing:
	A	Marble and alabaster:
		I. In the crude state.
		II. Sawn.
	B	Other.
25.17		Pebbles and crushed or broken stone (whether or not heat-treated), gravel macadam, and tarred macadam, of a kind commonly used for concrete aggregates, for road metalling or for railway or other ballast; flint and shingle, whether or not heat-treated; granules and chippings (whether or not heat-treated), and powder of stones falling within heading No. 25.15 or 25.16:
	A	Flint.
25.22		Quicklime, slaked lime and hydraulic lime, other than calcium oxide and hydroxide:
	B	Hydraulic lime.
25.23		Portland cement, ciment fondu, slag cement, supersulphate cement, and similar hydraulic cements, whether or not coloured or in the form of clinker:
	A	Alumina cement.
	B	White cement.
	C	Portland cement.
	D	Other.
27.15		Bitumen and asphalt, natural; bitumous shale, asphaltic rock and tar sands:
	A	Of fossil origin (gilsonate).
	B	Other.
(P) 44.05		Wood sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding 5 millimetres.
(P) 44.06		Wood paving blocks.
44.13		Wood (including blocks, strips and friezes for parquet or wood block flooring, not assembled), planed, tongued, grooved, rebated, chamfered, v-jointed, centre v-jointed, beaded, centre-beaded or the like, but not further manufactured:
	A	Of coniferous trees:
(P)		I. Parquet.
(P)		II. Other.
	B	Other:
(P)		I. Parquet.
(P)		II. Other.
(P) 44.19		Wooden beadings and mouldings, including moulded skirting and other moulded boards.
(P) 44.23		Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels).
(P) 68.01		Road and paving setts, kerbs and flagstones, of natural stone (except slate).
68.02		Worked monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within Chapter 69:
(P)	A	Simply cut or sawn, with plane or uniform surface.
(P)	B	Moulded or turned, neither polished nor carved.
(P)	C	Polished, decorated or otherwise worked, but not carved.
(P)	D	Carved.
(P)	E	Mosaic cubes.
68.03		Worked slate and articles of slate, including articles of agglomerated slate:
(P)	A	Worked slate and articles of slate.
(P)	B	Articles of agglomerated slate.
(P) 68.08		Articles of asphalt or of similar material (for example, of petroleum, bitumen or coal tar pitch).
(P) 68.09		Panels, boards, tiles, blocks and similar articles of vegetable fibre, of wood fibre, of straw, of wood shavings or of wood waste (including sawdust), agglomerated with cement, plaster or with other mineral binding substances.
68.10		Articles of plastering material:
(P)	A	Panels, boards, tiles and the like.
	B	Mouldings and other articles.
68.11		Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not.
68.12		Articles of asbestos-cement, of cellulose fibre cement or the like:
	A	Of asbestos cement:
		I. Sheets and plates, plain or corrugated.
		II. Tubing and other conduits.
		III. Other.
	B	Of cellulose fibre-cement.
(P) 69.05		Roofing tiles, chimney pots, cowls, chimney liners, cornices and other constructional goods, including architectural ornaments.
(P) 69.06		Piping, conduits and guttering (including angles, bends and similar fittings).
(P) 69.07		Unglazed setts, flags and paving, hearth and wall tiles.
(P) 69.08		Glazed setts, flags and paving, hearth and wall tiles.
70.16		Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building; multicellular glass in blocks, slabs, plates, panels and similar forms.
78.05		Tubes and pipes and blocks therefore, of lead; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends) of lead:
	A	Tubes and pipes:
		I. Not further worked than drawn or hot-formed.
		II. Other.
	B	Tube and tube fittings.
	C	Hollow bars.
79.04		Tubes and pipes and blanks therefor, of zinc; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of zinc:
	A	Tubes and pipes:
		I. Not further worked than drawn, hot-formed, open-seamed or riveted and similarly fastened.
		II. Other.
	B	Tube and pipe fittings.
	C	Hollow bars.
79.05		Cutters, roof capping, skylight frames, and other fabricated building components, of zinc.

Resolution No. 0009 of March 7, 1969, prohibits imports of the following items:

Tariff No.		Description
15.07		Fixed vegetable oils, fluid or solid, crude, refined or purified:
	A	Soya oil:
		I. Crude.
59.09		Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil:
	B	Other.
92.12		Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording:
	A	Prepared record blanks, not recorded:
		I. Discs:
		a. Matrices and moulds for making records.
98.01		Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners and press-studs; blanks and parts of such articles:
	A	Buttons and button moulds, studs and press-fasteners, including snap-fasteners and press-studs; blanks and parts of such articles.

According to Resolution No. 0009 of March 7, 1969, the following items are no longer prohibited imports, but require an import licence:

Tariff No.		Description	Duty *Ad val.* c.i.f.	Prior Deposit
07.04		Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken or in powder, but not further prepared	35%	130%
08.04	B	Grapes, fresh or dried: Dried: II. Other	100%	130%
21.05	B	Soups and broths, in liquid, solid or powder form: Doups and broths requiring the addition of water, milk, etc.: I. Containing added meat extracts	150%	130%
		II. Other	150%	130%
29.04	A	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives: Monohydric alcohols: VI. Hexanol, heptanol, ectanol, nonyl (No import licence required)	30%	10%
49.11		Other printed matter, including printed pictures and photographs:		
(P)	D	Other (Leaflets for advertising cinematographic films are not prohibited imports, but require an import licence)	150%	130%

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the Pioneer Industries Ordinance 1950:

(i) refrigeration compressor sealed units; (ii) electrical discharge lamp ballasts; (iii) electrical machines; (iv) electric wires and electric wire cables; (v) electrical switchgear.

'Pioneer manufacturers' of these products will enjoy income tax relief, duty-free importation of plant, construction material, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

UNITED STATES

Food additives—cyclamic acid

THE UNITED STATES Food and Drug Administration has proposed regulations to restrict the excessive use of cyclamic acid and its salts in food products.

The Food and Drug Administration proposes to issue a food additive regulation which, for example, would require manufacturers to label all cyclamate-sweetened foods and beverages with recommended daily limits on consumption.

Consideration will be given to any comments filed with the United States Department of Health, Education and Welfare, before May 5, 1969.

Details of the proposed regulations and the procedure for filing comments may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item:

170. Ruled foolscap paper and ruled double foolscap paper

and the substitution therefore of the following:

170. Ruled stationery (not otherwise specified).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

BRAZIL

Changes in customs tariff and import duties

THE BOARD OF TRADE has received notification of the following resolutions, dated February 6, 1969.

Resolution 616

Tariff No.	Description	Rate of duty *ad valorem* c.i.f.
29.22	Amine-function compounds:	
.016	Other aniline derivatives not elsewhere specified or included:	
01	Nitrodiphenylamine or N-nitrosodiphenylamine	45%
02	Other	15%

Resolution 617

Tariff No.	Description	Rate of duty *ad valorem*
29.14	Monoacids and their anhydrides, acid halides and acid peroxides and peracids; their halogenated, nitrated or sulphonated derivatives:	
.106	Formic acid (metanoic acid) (Duty based on minimum value of US $320·00 c.i.f. per metric ton.)	55%
.108	Calcium formate (Duty levied on c.i.f. value.)	50%

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Overseas payments and earnings (A)	3 May 1968
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Clothing and textile orders and deliveries (M)	This week
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Board of Trade Departments, etc.

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Board of Trade addresses	28 Feb. 1969
Board of Trade regional organization	28 Mar. 1969
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ECGD local offices	28 Mar. 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotions	7 Mar. 1969

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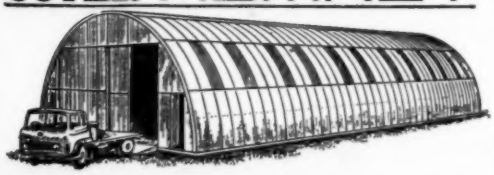

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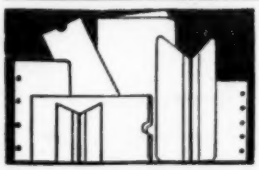

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